Board of Trade Journal

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The Kennedy Round 623
EFTA Ministers' communique from Stockholm 626
Visit of Canadian Minister 627
New Board of Trade Controller for Wales 627
Investment Grants 627
Consideration of mergers by the Board of Trade 628
National Film Finance Corporation 628
ECGD backs ship contracts 628
Application for reduction of import duty on certain tanning machinery 628
Application for temporary exemption from import duty . . 628
Pearson report on the shipping industry 629
Prevention of Fraud (Investments) Act, 1958 631
Patents, trade marks and designs: discontinuance of certain reminder letters 631
Opportunity for capital goods at British Week in Brussels . 632
Birmingham mission prepares for British Week in Brussels . 632
Awards offered for overseas marketing case histories . . 632
London Chamber appoint deputy-director 633
CoID retail training courses 633
Patents endorsed 'Licences of Right' 633
Government surplus sales by auction 634

STATISTICS

The economy: selected indicators 635
Industry's capital expenditure in the fourth quarter of 1966 . 636
1966 record year for tourist arrivals 639
Private Industry's stocks in the fourth quarter of 1966 . . 640
United Kingdom Overseas Trade 645
Shipping movement at UK Ports 648
United Kingdom trade by air 651
Operating and traffic statistics of the United Kingdom airways corporations and private companies 654
Business Monitor: Production Series 654
Retail sales in January 655
Hire-purchase and other instalment credit business in January 660
Retailer's stocks in January 662
Gold and convertible currency reserves 662
Production of man-made fibres in January 663
Registration of British and foreign films 663

EXHIBITIONS AND FAIRS

Stockholm welcome British Week 664
Brisk business at Cologne Household Goods and Hardware Fair 666
Britain has only national stand at Zurich cycle show . . 667
Continued success of British toys at Nuremberg . . . 669

OVERSEAS TRADE AND EXPORTS

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and East Germany 670
Hungary and Czechoslovakia. Tunisia and the Federal Republic of Germany. USSR and Poland. Rumania and China. Morocco and Switzerland. Cyprus and East Germany. Cyprus and Czechoslovakia. Cyprus and Bulgaria . . 671
Amendments to the consolidated list of goods subject to strategic embargo 672
Formalities for visitors to Venezuela 673
Hints to businessmen visiting Mocambique and Angola . . 673
Information for exporters 674

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES

Algeria: Import restrictions 684
Australia: Details of tariff changes (including temporary duties). Revision of customs by-laws. Special Advisory Authority inquiry. Tariff Board inquiry. 685
Belgo-Luxembourg Economic Union: Import duty tariff quotas 680
British Solomon Islands Protectorate: Revised customs tariff . 688
Costa Rica: Exchange control 689
Ecuador: Changes in import regulations 689
European Economic Community: Further translations of EEC Regulations. Rules of Competition – restrictive Trading Agreements and Domination of Markets 680
France: Modifications to French customs tariff. Modifications to import and export procedures. Global quotas for solid mineral fuel. 681
Honduras: Import duty changes 689
Italy: Exemption from manufacturing tax and frontier surtax . 683
Libya: Commercial register office 683
Netherlands: Turnover tax surcharge on imported goods . . 682
New Zealand: Revocation of some tariff concessions . . 688
Paraguay: Customs clearance 689
Philippines: Processing of consular invoices 688
Portuguese Overseas Territories: Amendments to import tariff 683
Spain: Customs tariff. Opening of global quotas 682
Sudan: Textile imports 683
United States: Initial motor vehicle safety standard . . 688
Zambia: Customs tariff application 684

INDEX TO STATISTICS 692

Front cover photograph

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HIGH SPEED GAS

The Kennedy Round

By Douglas Carter, Under Secretary, Board of Trade

The Kennedy Round of trade negotiations in the GATT (General Agreement on Tariffs and Trade) is the most ambitious attempt which has ever been undertaken to lower barriers to world trade. This article by the head of the Tariff Division of the Board of Trade summarizes the general scope of the negotiations, the details of which are, of course, confidential.

The GATT before the Kennedy Round

THE GATT is a multilateral treaty between Governments which has been in operation for just over 19 years. The basic idea was to get away from the beggar-my-neighbour commercial policies which had plagued the world in the 1930s – high tariff protection, quotas and so on. Wartime allies bound themselves in the Atlantic Charter to seek together a world trading system based on non-discrimination and aimed at higher standards of living to be achieved through fair, full and free exchange of goods and services. The GATT is the instrument which lays down rules of conduct for international trade. It also provides a framework within which negotiations could be held to reduce barriers to trade and a structure for embodying the results of such negotiations in a legal instrument. The GATT has been accepted and applied by countries whose foreign trade represents 80 per cent of the total volume of world trade.

In contrast to the 1930s, world trade has doubled in the last decade: between 1953 and 1965, the index volume rose from 100 to 228. The GATT can reasonably claim some of the credit for this growth.

The reduction of tariffs is laid down in the GATT as one of the principal means of attaining its broad objectives. As a result of the five main tariff negotiating conferences which took place before the Kennedy Round between 1947 and 1961, the tariff rates imposed by trading nations on thousands of items entering into world trade were reduced or bound against increase. At these earlier conferences, the negotiators held a series of bilateral meetings and told each other what they wanted and what they offered in return. Country A offered a concession to Country B, its main supplier of a particular commodity. Bargains were struck and the reductions in duties were applied generally under the GATT's most-favoured-nation rule, which requires non-discrimination. All members of GATT gained incidental advantages from bargains struck by other pairs of countries.

By 1961, the general situation had changed in four respects.

First, a feeling was growing in the developed countries that what was sometimes described as the dreary old product-by-product bargaining on a country-by-country basis should be discarded. Ministers of the Contracting Parties agreed that the traditional tariff negotiations had become too laborious and progressively less productive. The formation of the EEC and EFTA had shown that agreement could be made to eliminate tariffs and certain other barriers to trade within large areas within a period of years. Why then, some asked, should not the GATT attempt a general across-the-board cut of, say, 50 per cent in industrial tariffs?

Secondly, certain countries which were major exporters of temperate agricultural products – the United States, Canada, Australia, New Zealand and South Africa – felt that the GATT had concentrated on industrial products and had done little or nothing for agriculture.

Thirdly, the developing* countries took the view that the GATT had not done enough for the poor countries either on industry or on agriculture. Less than half of the 23 countries which signed the GATT in 1947 were developing countries. This figure had grown by 1961 to half of a much larger number of signatories. (In 1965, according to the GATT, about two-thirds of the 66 contracting parties were developing countries.)

Fourthly, it was in 1961 that Britain applied to join the EEC.

The U.S. Trade Expansion Act, 1962

This was the background to the United States Trade Expansion Act of 1962, which gave the United States Administration unprecedentedly wide powers to negotiate reductions in United States tariffs. The Act permits many tariff reductions by up to 50 per cent if adequate reciprocity is obtained, the cuts to be phased in five equal annual instalments, and also permits the elimination of duties of 5 per cent or less. The Act permits the elimination of duties on any tropical agricultural or forestry commodity provided it is not produced in significant quantities in the United States and provided the EEC has made a commitment on a substantially non-discriminatory basis which is likely to assure access to the markets of the EEC comparable to that which the article will have in United States markets. The President's powers under the Act last for five years up to July 1, 1967.

Another section of the Act empowers the United States to eliminate duties on any goods where trade between the United States and the EEC accounts for at least 80 per cent of the trade of the free world. This section became a dead letter with the failure of Britain's negotiations to enter the Common Market in January, 1963.

The Act does not empower the United States to negotiate on non-tariff barriers.

The Dramatis Personae in the Kennedy Round

The Kennedy Round has often been pictured as a contest between two heavyweights, the United States and the EEC. But the Kennedy Round is much bigger and more complicated than that.

The dramatis personae include, in addition to the United States and the EEC, the United Kingdom, the other EFTA countries, most of the Commonwealth, many developing countries outside the Commonwealth, Japan and many other countries besides. Counting the six Common Market countries as one, because they negotiate as one, nearly 50 countries are actively concerned with the negotiations.

Nor should it be thought that the United States is the main trading partner of the EEC and vice versa. The United States exports more to Canada than to the EEC, and the EEC's exports to EFTA are well over double its exports to the whole of North America. Nor do the United States and EEC dwarf all other participants. EFTA, including Britain, imports more than the United States and very nearly as much as the EEC. There are about 200 million people in the United States and nearly as many in the EEC, but there are 100 million in EFTA and another 100 million in Japan alone. All the developed countries of the free world are actively concerned with the Kennedy Round. The developing countries who are concerned with it are about twice as numerous, and in the aggregate more populous, though their external trade is much less.

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* There is no internationally accepted definition of the countries covered by the general description 'developing'. A rough guide, but not more than this, is the practice of the United Nations Statistical Office. In aggregating trade figures of 'developing' countries, they include Latin America, West Indies, Africa (other than the Republic of South Africa), Asia (other than the Sino-Soviet countries and Japan) and Oceania.

In this article, the main developed countries are the United States, the EEC, Britain and Japan. The special position in the Kennedy Round of Canada, Australia, New Zealand and South Africa is referred to later in the article.

The objectives agreed by Ministers

In May, 1963, Ministers of the Contracting Parties decided that comprehensive trade negotiations should start in 1964, with the widest possible participation. The negotiation would cover all classes of products and would deal with both tariff and non-tariff barriers. The tariff negotiations would be based upon a plan of substantial reductions across the board, and the trade negotiations would provide for acceptable conditions of access to world markets and furtherance of a significant expansion of world trade for agricultural products. Every effort would be made to reduce barriers to exports of the developing countries.

In May, 1964, Ministers formally opened the negotiations and agreed that, as a working hypothesis, the general rate of tariff reductions would be 50 per cent with a bare minimum of exceptions which should be subject to confrontation and justification, such exceptions to be necessitated only by reasons of over-riding national interest. Ministers noted that the ultimate agreement on tariff reductions in accordance with this hypothesis was linked with the solution of other problems such as tariff disparities, exceptions and non-tariff problems, agricultural problems, and in general with the achievement of reciprocity. It was agreed that the developed countries could not expect to receive full reciprocity from the developing countries.

It was also agreed that four other countries – Canada, Australia, New Zealand and South Africa – were countries with a special economic or trade structure such that equal linear tariff reductions might not provide an adequate balance of advantages. Although many more people in each of these four countries work in the factories than on the farms, a very large part of the exports of all four countries consists of minerals and temperate agricultural products – mainly cereals, fruit and processed foodstuffs and the products of the sheep and the cow (wool, meat, butter, hides, etc.).

Tariff disparities

The problem of tariff disparities which had bewildered previous tariff negotiations was again discussed. The common external tariff of the EEC on industrial goods is mainly the result of averaging the national tariffs which were in force among the member states before the Treaty of Rome was signed. The French and Italian tariffs tended to be relatively high and the German and Benelux tariffs relatively low. The result of averaging has left the spread of tariff rates much narrower than it is in the United States or Britain. Very few rates are higher than 20 per cent and practically none are higher than 25 per cent. The United States tariff has more very low rates from 0 – 5 per cent and more very high peaks. The British most-favoured-nation duties come in between. (These rates should be called the least-favoured, because nearly all the United Kingdom's imports from the Commonwealth and EFTA enter duty-free.)

Some argue that it is inequitable for equal cuts to apply to unequal tariffs on the ground that a high wall, if reduced by half, may still be unscaleable, while a low wall, even if not reduced by half, may present no real obstacle. Others argue that disparity claims of this kind could have serious consequences for third countries. To give one example, the EEC's duties on watches are moderate and those of the United States are high, so the EEC might claim that it should make only a small cut in return for a 50 per cent cut by the United States. But imports of watches into the Community came not from the United States, but from Switzerland. If, because the United States duty was high, the EEC made only a small tariff cut, it would be Switzerland that would suffer, although the Swiss tariff on watches is moderate. It is also argued that equivalent percentage reductions in a moderate and low tariff bring more advantage to the country exporting over the higher tariff wall.

Offers and exceptions

In November, 1964, the United States, EEC, Britain, Japan and Finland exchanged exceptions lists of industrial products and several EFTA countries declared that they would not claim any exceptions. All these offers were made subject to receiving reciprocity. The British list, incidentally, was much shorter than those tabled by the other principal participants.

On agriculture, the United States sought a degree of trade liberalization and the EEC made a counter-proposal for the freezing of the present level of agricultural protection in each country, product by product. The EEC did not meet the deadline of September, 1965, but the other major agricultural delegations tabled offers, withholding those of primary interest to the EEC until such time as the EEC tabled its offers. Virtually all the remaining agricultural offers were tabled about the end of July, 1966. In the meantime, groups were established to examine the possibility of international agreements on cereals, meat and dairy products; and other groups were established to consider the scope for action on tropical products in the interests of the developing countries. Discussions were also opened on the removal of non-tariff barriers, including objectionable anti-dumping practices.

In the industrial sector, knotty problems were discussed on steel, chemicals, pulp and paper, aluminium, textiles and motor vehicles.

At the end of November, 1966, most of the major participants exchanged voluminous documents assessing the present negotiating position as seen by each. Some participants take the view that the offers so far tabled do not provide a balance of trade benefits. Britain and other participants have indicated their intention to withdraw some of their offers unless improvements are made in the offers of some other major participants.

Why the negotiations have gone so slowly

This story may seem a little tedious. Indeed, the *Economist* once unkindly called it the Kennedy round and round. There are several reasons why the negotiations have gone so slowly.

The negotiations have been extremely complex, and far more ambitious and comprehensive than any previous negotiations undertaken under GATT auspices.

Even in normal circumstances it obviously takes time for six countries to agree on instructions for their common negotiator. Throughout the second half of 1965 and the early part of last year, internal differences in the EEC resulted in a suspension of major decision-making which further slowed down progress in the Kennedy Round. The EEC made its agricultural offer only after its internal policy was substantially agreed.

Major difficulties and delays would in any case have arisen because of the three novel features of the Kennedy Round mentioned earlier – the attempt to make a substantial linear (i.e. across-the-board) cut in industrial tariffs, the attempt to tackle non-tariff barriers and the attempt to tackle the whole range of complex trade problems in agriculture.

The linear cut

Recent history suggests that it is sometimes easier to reach agreement on the removal of tariffs between groups of countries than on reducing them more generally.

No solution of general application has been found for the problem of disparities.

Non-tariff barriers

Non-tariff barriers exist in all countries: the variety and their effects are considerable. Some kinds are well known – import quotas are an obvious example though they are much less widespread than they used to be. With certain exceptions, they are prohibited by the GATT save where justified by balance of payments considerations. Other non-tariff barriers take the form of technical regulations which are not well known outside the trades affected by them. The examples of non-tariff barriers mentioned below are both, however, well known in the Kennedy Round. The first is the American Selling Price. The other is anti-dumping practices.

ASP

Most protective duties in the United States are computed on the export value of the imported product or, in other words, the wholesale price offered in arm's length transactions in the country of origin. For benzenoid chemicals and a few other products, however, United States law provides that any imported product which is competitive with a similar domestic product shall be valued on the basis of the wholesale price of the domestic product. This increases the level of protection on most benzenoids to levels which are often prohibitive. For example, a 40 per cent published duty on dyestuffs is effectively raised by ASP to levels the highest of which reached 172 per cent. ASP also produces uncertainty: the exporter to the United States may not know what the dutiable value of a shipment will be until it has passed through Customs. Thus, the United States market for a wide range of synthetic organic chemicals is surrounded by a high wall the exact height of which cannot be seen for the clouds, but even a halving of the current level would still leave many tariffs prohibitively high. ASP dates from 1922. It is prescribed in legislation and could only be removed by getting Congress to pass amending legislation. ASP intensifies the problem of disparities in the chemical sector of the Kennedy Round.

Anti-dumping duties

Dumping is an emotive word, sometimes used in popular parlance as selling surplus goods abroad at knock-down prices. But dumping is defined in the GATT, and in the legislation of most of the countries which have legislation about it, in a more specific way. It means exporting at less than the comparable price for the like product when destined for consumption in the exporting country, due allowance being made for differences in circumstances of sale. If there are no comparable domestic sales, dumping is defined in certain other ways such as selling below the exporter's prices to other markets.

Dumping as defined in the GATT is often unobjectionable and, in fact, a great deal of international trade takes place at dumped prices. In order, therefore, to prevent indiscriminate and unjustifiable use of anti-dumping action, Article VI of the GATT lays down the principle that dumping in itself is not reprehensible, and that anti-dumping duties should be imposed only when it is established that dumped imports are genuinely causing or threatening material injury to producers in the importing country or materially retarding the establishment of a domestic industry. If the dumped imports do any of these things, a compensatory duty may be imposed. But prior investigation is required to determine the effects of the dumped imports on the domestic industry and this normally involves consideration of profits, shares of the market, prices, employment and so on. Action should be based on positive findings and not on mere allegations of hypothetical possibilities. Action should not be taken unless the injury is material and directly attributable to dumped imports as distinct from other factors such as perhaps equally low-priced but undumped imports.

The GATT rules on dumping are designed to afford reasonable protection to a country's domestic industries without unreasonably restricting its imports. But the administration of anti-dumping powers is not easy, and the procedures and standards of judgment applied vary from one country to another.

The purpose of the anti-dumping negotiations in the Kennedy Round is to agree on a set of rules – in effect, a code of procedure and practice – which will provide safeguards for the legitimate interests of exporters as well as of domestic industries by securing the full application of the principles of Article VI of the GATT in the use by member-countries of their anti-dumping powers.

Agriculture

The agricultural sector of the Kennedy Round is concerned with temperate agriculture, which is of prime importance to the developed countries, and also with tropical products, which are of prime importance to the developing countries. The United States has stated that it is determined to obtain in the Kennedy Round improved access to world markets for its agricultural products. These currently comprise about one-quarter of the United States' merchandise exports.

Where tariffs are the main obstacle to trade, negotiations in the agricultural sector have been conducted on the same sort of basis as the negotiations on industrial tariffs, although where tariffs are among the main obstacles to trade in tropical products, an effort is being made to secure reductions greater than 50 per cent for the benefit of developing countries who have a paramount interest in these products. However, in general, tariffs are not the most important barriers to agricultural trade. Much of our own imports of food come in tariff-free, and British farmers are supported by a system which provides deficiency payments and direct grants to supplement farmers' returns. In some countries protection is at the frontier, but not by tariffs. Thus, the EEC system relies largely on variable levies on imports, supplemented by support buying and export subsidies. These various forms of non-tariff support are widespread and have a very considerable effect on world trade. Because of this, special groups have been established in the Kennedy Round to consider the possibility of international commodity arrangements for cereals, meat and dairy products. Such arrangements would take into account all elements of support and protection. The Cereals Group was the first to have firm proposals to consider, and consequently work in this group is the most advanced.

The developing countries

By no means all the developing countries of the world are participating in the Kennedy Round, but their problems are very much in the minds of the negotiators. These countries comprise more than 1,500 million people in the free world, with low, or relatively low, standards of living. They depend heavily on exports of unprocessed foods and raw materials. For many of them, one or two products account for the bulk of their export earnings, which they badly need to increase in order to finance the imports required for their development. The developed countries do not expect reciprocity for concessions they make in the Kennedy Round. Equal treatment for all makes no sense when the competitive strength of infant industries in poor countries is no match for the well-established industries of the developed countries. The developing countries are, however, expected to make a contribution to the objective of trade liberalization to an extent which is not inconsistent with their development and trade needs.

Most developing countries in the GATT fall into one or other of three groups. One group, mostly Latin American, enjoy no preferences in any developed countries. A second group, all members of the Commonwealth, enjoys Commonwealth preferences in Britain and in a few other Commonwealth countries. A third group has special relations with the EEC.

Relations between the EEC and the now independent African and Malagasy States are governed until 1969 by the Yaoundé Convention. These States number 18, and include three which are participating in the Kennedy Round. Separate but similar arrangements were made for the remaining dependent territories such as Surinam and French Polynesia. The Yaoundé Convention established a free trade area between the EEC and each of these territories, and applied the Common External Tariff to imports from

(*Continued on page* 626)

EFTA Ministers' communique from Stockholm

THE FOLLOWING communique was issued after the Ministerial meetings of the EFTA (European Free Trade Association) Councils in Stockholm on March 2 and 3.

'The EFTA Council and the Joint Council of EFTA and Finland met at Ministerial level in Stockholm on March 2 and 3, 1967, under the chairmanship of Mr. Gunnar Lange, Swedish Minister of Commerce.

'Ministers noted that with the establishment of the Free Trade Area, three years in advance of the timetable originally contemplated in the Stockholm Convention, the Association had fulfilled its first objective. They considered this achievement to be of lasting significance to the EFTA countries and to Europe as a whole and as an important step towards the second objective of the Association: the creation of a wide European market. Manufacturers and exporters should take full advantage of the opportunities now open to them for enlarging the exchange of goods within EFTA, to the benefit of traders and consumers throughout the whole area.

'Ministers were informed that, as a contribution to EFTA solidarity, the Portuguese Government would remove about 70 items from the list of products at present subject to a slower rate of duty reduction. These products would, therefore, benefit under the EFTA rules from full duty-free treatment. The Finnish Minister announced that his Government would halve the rate of revenue duty on passenger cars imported from the EFTA countries, and that it was its intention to remove this duty completely at a later stage. Ministers warmly welcomed these announcements.

'With the abolition of internal tariffs it was recognized that attention would now concentrate on other areas of economic co-operation such as non-tariff barriers and the enforcement of rules of fair competition. Ministers noted the work being done on these matters, and called for further efforts in this direction.

'Ministers held a full discussion on EFTA co-operation in agriculture. They invited the countries which were engaged in or had planned negotiations in pursuance of the Bergen decisions of May last year to bring these negotiations to a successful conclusion as soon as possible. They instructed the Council at official level to carry out a general review of the provisions of the EFTA Convention regarding agriculture, and to examine whether further steps should be taken to ensure the satisfactory operation of these provisions.

'In the EFTA Council's discussion of European integration, Ministers described their individual contacts with the EEC in this field since the meeting of EFTA Heads of Government in London in December. In particular, the British Foreign Secretary gave an account of the series of visits being paid to EEC capitals by the British Prime Minister and himself. A full discussion took place in the course of which EFTA Ministers reaffirmed their previous understanding that they would continue to keep each other informed of contacts with members of the EEC and remain in close consultation at all stages. On the proposal of the United Kingdom delegation, which was welcomed by the other delegations, Ministers decided to discuss the position again after the United Kingdom Government had been able to review their own discussions in the Six capitals and before any final conclusions were drawn from them.

'Ministers agreed on the pressing importance of the negotiations in the Kennedy Round. They welcomed the progress being made in these negotiations; but time was now very short and Ministers appealed to all participants to do their utmost to reach agreement on a substantial world-wide reduction in tariffs and other barriers to trade and thus to bring to fruition their efforts over the last years.

'At the invitation of the Swiss Government, the next regular meeting will take place in the second half of October in Lausanne. This will be preceded by a meeting of the Consultative Committee which will be held in Helsinki at the invitation of the Finnish Government.'

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the EFTA Bulletin, *the EFTA Secretariat's monthly journal. Address: Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel. Abbey* 7877, *Exts.* 2479/2480).

THE KENNEDY ROUND, *continued*

third countries of certain tropical products including tea, coffee, cocoa beans, pineapples, pepper, vanilla, nutmeg, cloves and dried pulp of coconuts.

Thus, while all developing countries seek freer access to the markets of the developed countries, some developing countries wish to preserve the preferential position they already enjoy in some markets. Reductions of mfn duties by those developed countries which give free entry are bound to have the effect of reducing those preferences, and the developing countries which receive the preferences naturally seek compensation or compensating advantages through improved access to other markets.

Britain has offered to reduce or eliminate duties on tropical products, subject to adequate joint action by other industrialized countries.

Conclusion

Support for the objectives of the Kennedy Round was expressed in the final communiqué of the Commonwealth Prime Ministers' Meeting in London of September, 1966, in the following terms: 'Prime Ministers reaffirmed the hope that the Kennedy Round of trade negotiations would lead to a substantial growth in international trade. Failure of the negotiations could lead to the further development of trade blocs and intensified trade restrictions. Such growth was of vital concern for the economic progress of Commonwealth countries. Despite the slow progress of the negotiations Heads of Government attached importance to achieving an early settlement covering both industrial and agricultural products and resulting in increased benefits for all concerned, including the developing countries.' The communiqué issued after the EFTA Ministerial Meeting in October, 1966, included the following passage: 'In their belief that the most immediate prospects of expanding intra-European and world trade lie in a successful conclusion of the Kennedy Round, the Ministers reaffirmed that the EFTA countries during the final and decisive phase of these negotiations would do everything in their power to secure the most extensive reductions in world trade barriers. They will continue to co-operate closely for this purpose.' The communiqué, which was issued after the meeting of EFTA Ministers in London on December 5, 1966, stated: '. . . The EFTA Ministers welcomed the British Ministers' intention during their visits to capitals of the European Economic Community to stress the outstanding importance of a successful conclusion to the Kennedy Round of tariff negotiations in the GATT.'

The communiqué issued at the end of the meeting of the EFTA Councils in Stockholm on March 2 and 3, 1967 said: '. . . Ministers agreed on the pressing importance of the negotiations in the Kennedy Round. They welcome the progress being made in these negotiations, but time was now very short and Ministers appealed to all participants to reach agreement on a substantial world-wide reduction in Tariffs and other barriers to trade and thus to bring to fruition their efforts over the last years.'

The final Kennedy Round package will take account of the negotiations on agriculture, industrial tariffs and non-tariff barriers, and it is still without shape. The negotiations in this complex and wide-ranging field will have to move very rapidly in the next few weeks if they are to be completed within the time-table set by the United States Trade Expansion Act.

As announced in the Board of Trade Journal *of March 3, a delegation of 10 senior Russian officials has arrived in the United Kingdom to study the British vehicle and ancillary industries. This is in connection with the Soviet Union's plans to increase their domestic production of cars, buses, lorries and tractors. The delegation was received at the Board of Trade by Mr. Douglas Jay, President of the Board of Trade. In the picture Mr. Jay is seen (right) with the leader of the Soviet delegation, Mr. N. I. Strokin, the Deputy Minister of the Automobile Industry, while in the centre is Mrs. Lukyanova, the interpreter.*

Visit of Canadian Minister

MR. ROBERT H. WINTERS, Canadian Minister of Trade and Commerce, was expected to arrive in London on March 9 for a two-day visit on his return from Geneva. His schedule includes a call at the office of Mr. Douglas Jay, President of the Board of Trade, and it is expected he will see the Prime Minister, the Chancellor of the Exchequer, Mr. Mulley, Minister of State, Foreign Office, and Mr. Bowden, Commonwealth Secretary.

New Board of Trade Controller for Wales

MR. IAN GRAY has been appointed controller for the Board of Trade Office for Wales in succession to Mr. R. W. Daniel, who is retiring from the public service. Mr. Gray takes up his appointment in Cardiff on March 13.

Notes:

Mr. Gray, who graduated in economics from Edinburgh University, joined the Board of Trade in 1948, working on commercial relations with the Indian sub-continent. In 1951/52 he was private secretary to successive Parliamentary secretaries, and in 1952/53 private secretary to the President. In 1954 after working in the division concerned with the problems of the textile, clothing and knitwear industries he was appointed British Trade Commissioner in Wellington, New Zealand. From 1957 to 1960 he was Principal Trade Commissioner in Cape Town and in 1961 returned to the Board of Trade where until 1963 he dealt with the financial side of distribution of industry policy. For the last three years he has been responsible for Anglo-Soviet commercial relations and general questions on East-West trade, including attendance at Geneva for discussions in the Economic Commission for Europe.

PRIME MINISTER OPENS NEW NORTHERN AIRPORT

The Prime Minister opened the new terminal building at the reconstructed Newcastle airport on February 17 and so inaugurated a new air transport facility in the North-East which could well become a model for future airports of this size. He is seen greeting Sir Frederick Snow whose firm of consulting engineers was responsible for the development of the airport. Also in the photograph are Alderman Andrew Cunningham, chairman of the North East Regional Airport Committee, Mrs. Wilson and Mrs. Cunningham. The terminal building has been designed for a mixed national and international flow of 650 passengers per hour.

Investment grants

THE BOARD OF TRADE announce that their Investment Grants Offices will be ready from April 1, 1967, to receive applications for investment grants in respect of expenditure incurred between April 1 and June 30, 1966.

Notes

Under the Industrial Development Act 1966, investment grants may be paid towards capital expenditure on machinery or plant for the manufacturing, construction and extractive industries; and on computers, ships and hovercraft.

The standard long-term rate of grant is 20 per cent, and the development area rate 40 per cent. But for expenditure incurred in 1967 and 1968 the rates have been temporarily increased to 25 per cent and 45 per cent.

The five Board of Trade Investment Grants Offices, in Glasgow, Billingham, Crosby, Cardiff and Southend, opened in January for the receipt of applications in respect of the first quarter of 1966. Application forms and a booklet which explains the scheme can be obtained free from these offices.

Their addresses are:

Colman House,
Victoria Avenue,
SOUTHEND-ON-SEA.

Seafield House,
Waterloo Road,
Seaforth, Crosby,
LIVERPOOL 21.

24-26 Newport Road,
CARDIFF.

West Precinct,
Town Centre,
BILLINGHAM,
Co. Durham.

Magnet House,
Waterloo Street,
GLASGOW, C.2.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 127, Board of Trade,* 1 *Victoria Street, London, S.W.*1 *(Tel. Abbey* 7877, *Ext.* 2653/6) *and not to Her Majesty's Stationery Office.*

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following three proposed mergers to the Monopolies Commission under the provisions of that Act:

(1) Birmid Ltd. and Qualcast Ltd.
(2) Slater, Walker Securities Ltd. and Greengate and Irwell Rubber Co. Ltd.
(3) Redifon Ltd. and General Precision Systems Ltd.

National Film Finance Corporation

THE BOARD OF TRADE announce the reappointment of Mr. C. Hilary Scott as chairman, and of Mr. W. J. Arris, Mr. R. A. Clark, Sir Ernest Goodale, Mr. D. V. House, and Sir Leslie Robinson, as members of the Board of the National Film Finance Corporation.

Notes:

The National Film Finance Corporation was set up in 1949 to make loans to the British film industry for the financing of film production.

The above appointments are for a period ending December 31, 1968.

ECGD backs ship contracts

THE Export Credits Guarantee Department has signed a financial guarantee covering the sale of two ships worth nearly £2 million by Austin & Pickersgill Ltd. of Sunderland; delivery is scheduled for 1968.

The two 14,200-ton deadweight general cargo vessels are being bought by purchasers represented by Aegis Shipping Ltd. of Greece.

The loan of nearly £1½ milion to finance this sale is being arranged by Hill Samuel & Company Ltd. on behalf of Barclays Bank Ltd., Lloyds Bank Ltd., Midland Bank Ltd. and Williams Deacon's Bank Ltd.; the loan is repayable over 10 years from the delivery of each vessel.

THE Export Credits Guarantee Department has signed two financial guarantees covering the sale by Furness Shipbuilding Company Ltd. of four 65,000 tons deadweight bulk carriers, worth nearly £11 million.

Two ships are for Cargo Ships 'El-Yam' Ltd., and the other two are for Transatlantic Tramp Ships Incorporated.

Loans totalling about £9 million to finance these contracts are being arranged by Hill, Samuel & Company Ltd. on behalf of Lloyds Bank Ltd., and are repayable over 12 years from delivery.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Applications for reduction of import duty on certain tanning machinery

THE BOARD OF TRADE give notice that they are considering an application for a reduction in the import duty on:

(a) vacuum dryers for leather; and
(b) multi-purpose dryers for leather.

A statement of the applicant's case will be made available to interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for the statement of case, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, not later than March 27, 1967.

Application for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by March 24, 1967.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.14	2, 4-Dichlorobenzoyl chloride.	As in previous column .	December 31, 1967	6975
29.39	Follicle-stimulating hormone (FSH) and luteinising hormone (LH), mixed.	Human post-menopausal gonadotrophin (H.M.G.)	December 31, 1967	6966
29.39	Prednisolone 21 - *O* - stearoylglycollate.	Prednisolone stearoylglycolate (sintisone).	December 31, 1967	6963
73.15	Steel wire, containing not less than 0·60% by weight and not more than 0·70% by weight of total carbon, being not less than 305 microns and not more than 535 microns in diameter, and having a coating of copper of not less than 15 microns and not more than 35 microns in thickness.	Copperply spring wire .	December 31. 1967	9538

Note: Withdrawal of application.

Interested parties will wish to know that the application for temporary exemption from import duty of pyridine 1-oxide (29.35) published in the *Board of Trade Journal* of January 6, 1967, page 12, reference 6940, has been withdrawn.

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Pearson report on the shipping industry

THE FINAL REPORT of the Court of Inquiry* into the shipping industry was published on March 1.

The Court of Inquiry, under the chairmanship of Lord Pearson, was appointed by Mr. Ray Gunter, Minister of Labour, during the seamen's strike last year. It made an Interim Report in June on the immediate causes and circumstances of the dispute between the shipowners and the National Union of Seamen before going on to complete its inquiries into the terms and conditions of service of seamen; relations between shipowners, officers and seamen; and the law relevant to these matters. The other members of the Court were Professor H. A. Clegg, Mr. J. O'Hagan and Mr. F. Garner (who took the place of Mr. A. J. Stephen Brown when he had to relinquish his appointment in October because of other commitments).

PROBLEMS OF INDUSTRIAL RELATIONS

The Report first comments on the general approach to industrial relations in the industry, shared alike by the British Shipping Federation, the Officers' Associations and the National Union of Seamen. In the Court's view, 'they have been devotees of centralization'. The National Maritime Board (the industry's joint negotiating body) provided a highly centralized machine for taking decisions on pay and conditions of employment, 'but there was little recognition of a need for flexibility in applying decisions . . . and matters which could not be regulated at the centre have tended to be insufficiently regarded'.

The Court concludes that the tradition of centralization is probably connected with the system of joint labour supply in the industry, whereby a rating must have the approval of the Federation and the National Union of Seamen in order to get a job. This provides the union with a 'closed shop' and the employers with an organized supply of labour.

The Report makes clear that many shipowners are clearly fearful of any devolution of central control. In their view, 'the alternative to uniformity is "leap-frogging". If one group of seamen were to receive higher pay or better conditions than others, then they believe that the remainder would demand and would have to be accorded the same, or more'. The Report, however, points out that there are a number of exceptions to the rule of uniformity. The Court suggests that the Federation's fears may perhaps be exaggerated.

Throughout the first part of its Report, the Court draws attention to the need for individual companies to plan and develop their own personnel policies. It is therefore imperative that companies should have latitude to develop and implement their policies in the light of their own objectives, and this will demand 'a progressive, experimental and sympathetic approach of the Federation'. It is emphasized that, 'if the Federation sees as its first duty to help shipowners to pursue efficient operation and effective personnel policies, it will continue to play a part of great importance in the industry. In the last resort, however, it would be the duty of each company to seek after these things even if it meant falling out with their fellows'.

The Court finds itself unable to suggest what changes might eventually be necessary in the system of negotiation of the National Maritime Board. Companies first need to plan personnel policies before it can be seen how much scope these arrangements must leave for companies to implement their policies. The Court also believes that a change in attitude must precede a change in institutions; and saw a danger that changes at the centre might deter companies from facing up to their own personnel problems, although some are beginning to do so.

ACTION BY COMPANIES

The following paragraphs summarize some of the matters which the Court recommends need to be considered by companies in planning and developing their personnel policies.

Status (paras 54-58)

It is recommended that companies should re-examine the justification for all the distinctions at present made in the treatment of officers and ratings who are members of the same crew, particularly those distinctions which can now be seen to be related to customary social patterns rather than the efficient operation of ships.

Labour turnover and casual employment (paras 80-92)

The rate of wastage of ratings from the industry is very high. One-third of deck ratings, one-quarter of engine-room ratings and nearly one-half of catering ratings left before reaching the age of 22.

The Report recognizes that high wastage rates must to some extent be inevitable in the early years of service because of the particular nature of seagoing employment, but comments that wastage of this order represents a considerable loss of investment in training and reduces the core of experience in the industry. Job-changing in the industry is also very high and is a major problem.

It is recommended that companies must examine why men leave the sea and move from company to company, as each company would benefit directly to the extent that it found suitable remedies. Companies therefore need to explore all the ways in which seamen can be attracted to their employment and to remain in it, by being afforded a growing stake in continued employment with the same company. Some companies have plans to offer company service contracts to a much larger proportion of their ratings and to make such contracts more attractive. It is suggested, however, that companies should consider increasing benefits much less formally on the basis of satisfactory periods of service with the same company. Such benefits might include occupational pensions, guaranteed earnings, incremental payments, additional leave, etc.

Hours of work (paras 93-102)

The Court notes that the agreement which brought last summer's dispute to an end provides for the introduction, in two stages, of the 40-hour week at sea, as well as in port. But they point out that 'the 40-hour week (at present the 48-hour week) will not in fact be worked at sea, nor does anyone in the industry intend that it should be'. The particular features of seagoing employment make a much longer working week inevitable and overtime earnings constitute a very substantial part of seamen's total remuneration.

Some companies pay 'consolidated' wages to their petty officers based on average overtime earnings. The Report stresses the advantages and suggests there is scope for extension of this practice, but states that such an arrangement could not at present be applied throughout the whole Merchant Navy because this 'would require a high degree of trust and understanding which, as was shown in the operation of the 1965 hours' agreement, does not exist at the moment. . . .'

Welfare (paras 41-53)

The Report reviews the arrangements for, and the current standards of, accommodation, catering and medical arrangements on board ships; amenities and facilities for leisure activities on ships and in ports; and the arrangements companies might introduce to deal with the personal problems of seamen and their dependants.

The Court expresses itself as satisfied that the Board of Trade regulations provide adequate standards of accommodation for the merchant fleet as a whole; but it recommends that companies should do more to improve the standards of accommodation in older ships. The Report records that the Board of Trade has reached agreement 'on the quality of foodstuffs provided in the scale to ensure that quality is not impaired during long voyages or in varying climatic conditions and has issued a notice laying down quality standards in precise and detailed terms. The Board of Trade's Inspectorate of Ships' Provisions ensures that the statutory scale and the agreed standards are maintained and gives close attention to the supply and issue of drinking water'. It stresses that the seaman has an undoubted right to expect to be fed adequately and well.

(Continued on next page)

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* *Final Report of the Court of Inquiry into Certain Matters Concerning the Shipping Industry*. Cmd 3211 published by Her Majesty's Stationery Office, price 10s. 6d. net.

THE PEARSON REPORT, *continued*

Use of manpower (paras 118-127)

The Court finds that the industry as a whole now recognizes that there is considerable room for improvement in the utilization of manpower and recommends that the first need is for individual companies, with the agreement of the unions, to mount experiments with general-purpose crews, and also with interchangeability providing that due regard is paid to safety. 'Companies need to explore the full range of possibilities in the course of carefully planned and supervised experiments'.

Shipboard representation (paras 103-117)

The Report describes experiments with shipboard liaison representatives of the National Union of Seamen and records that all the organizations in the industry agree that they were successful. The credit for their success is seen to stem very largely from the care the union took to train and select suitable members to act in this capacity.

These representatives can help to improve communications both on ships and between the union and its members. It is recommended that the scheme be extended throughout the Merchant Navy as rapidly as consistent with the maintenance of the safeguards the union has provided.

For the present, this is seen as the main objective. The Court did not think there should be any major revision of the scheme itself until sufficient time had elapsed to assess its working throughout the merchant fleet and not only in selected ships. The Court was anxious, however, not to discourage 'further experiment in communication, under proper control, in particular ships or by particular companies'. The Court saw advantages in companies trying out extensions of the scheme or other methods of communications provided that these were carefully planned and were undertaken only after full consultation with the union.

ACTION BY THE INDUSTRY GENERALLY

Training (paras 14-35)

Much greater attention to the training of ratings is necessary if ships are to be manned efficiently and ratings are to see employment in the Merchant Service as offering a worthwhile and satisfactory career. It is also recommended that ways should be explored whereby ratings might be given greater assistance in pursuing further education and encouraged to aim for officers' certificates of competency.

The Report also suggests that the traditional specialized training of deck and engineer officers should be reviewed to provide for the integration of the management of a ship to the degree which is likely to become necessary in the future.

Government departments should examine as soon as possible the industry's claim that it should be able to look to the Government for help in meeting its high training costs, particularly as seamen on training courses may no longer retain an entitlement to unemployment benefit when attending approved courses on shore.

It is also recommended that the industry should begin to consider the establishment of a statutory Training Board and the Court believed that the industry would in time come to have a growing appreciation of the advantages such a board could provide.

Safety (paras 36-40)

In recent years deaths of British seamen due to accidents on board ships have averaged about 70 a year and, in a recent 12 months' period, 9,454 accidents to members of crews were reported representing an accident rate of one accident per 15 men per annum.

The Report recommends that the Board of Trade should initiate discussions with the industry to determine how the number of accidents can be reduced and how to lay down standards of maintenance and equipment and safe working practices. Consideration should also be given to a requirement to report all accidents, to the provision of arrangements for inspection, to the appointment of safety officers and committees on ships and to the question of whether legal enforcement is desirable.

The Merchant Navy Establishment Scheme (paras 59-79)

The Court concludes that the joint disciplinary procedures of the scheme generally worked well and fairly, and that the seamen's organizations had secured safeguards for their members and were able to join effectively in the operation of the scheme.

The Report recommends, however, that the scheme's appeal procedure would be improved by provision for an independent umpire to give assistance in determining appeals when it was not possible for the owners and the appropriate union representatives to agree to vary or confirm a decision given in any particular case.

A further stage in the negotiating procedure (paras 146-151)

The Report points out that the events that led up to the seamen's strike showed that, once the two sides could not agree, there was no further means in the National Maritime Board's procedure to renew discussions or to shed fresh light on the issues in dispute. The industry has since recognized that such means are desirable.

After discussing the possibilities with industry, the Court concluded that the parties should agree that either an independent chairman should be called in before any stoppage of work whenever there was failure to agree, or agreement should be reached on methods of arbitration. The report considers these alternatives and concludes that arrangements for an independent chairman are to be preferred.

PROPOSALS FOR THE REVISION OF THE MERCHANT SHIPPING ACTS

The Report states:

'154. The Merchant Shipping Act 1894, with its 748 sections and 22 schedules, is said to be the longest Act in the Statute Book. Fortunately we are not concerned with the whole of it. We are fully and directly concerned with Part II, relating to masters and seamen and comprising Sections 92-266. We are also concerned with some aspects of Part V, relating to safety, Part VI, relating to special shipping inquiries and courts, Part XIII relating to legal proceedings and Part XIV containing supplemental provisions (especially the definitions in Section 742). There are also numerous amending Acts, of which the most important for our purposes is the Merchant Shipping Act 1906, containing in Part III provisions relating to seamen's food and in Part IV provisions as to relief and repatriation of distressed seamen and seamen left behind abroad. Fishing boats are outside the scope of our Inquiry, and therefore we are not concerned with Part IV of the Act of 1894.

'157. A very important difference between conditions as they are now and conditions as they were then is the growth of Trade Unions, who can look after the interests of their members generally and negotiate with the Employers' Federations on a wide range of questions connected with wage rates and conditions of service. Being protected by their associations and unions, the seamen do not now need so much protection by statutory provisions, though undoubtedly some statutory protection for them is valuable and ought to be preserved.

'158. It can certainly be said of the statutory provisions that they have stood the test of time. But we think the plain truth is that many of them have remained in force without radical amendment for much too long. They have outstayed their utility in a number of respects, and by reason of their rigid and restrictive character they have become an obstacle to progress. They need to be drastically revised.

'162. Therefore we suggest, as an outline of the methods to be used in revising the relevant parts of the Merchant Shipping Acts, the following points:–

(a) there should be a newly-drafted Act, not merely amendments of the existing provisions;
(b) there should be extensive jettison of obsolete provisions and unnecessary detail;
(c) the new Act should be designed to deal broadly with matters of principle and permanent policy, and to foster and not to inhibit future developments;
(d) the new Act should confer powers for all the details and the administrative requirements to be worked out, and changed from time to time as may be necessary, by regulations and orders of the Board of Trade;
(e) many matters should be left to be dealt with by contractual arrangements and industrial negotiations'.

Detailed recommendations are made on all the existing provisions. The following paragraphs summarize only the principal recommendations.

Manning (paras 165-220)

The requirement that ships must carry adequate complements of certificated officers should be continued and extended to home-trade cargo ships, but the system should be made much more flexible.

Manning requirements in respect of ratings should be made as flexible as possible to meet what can be very dissimilar circumstances in a highly diverse industry. In particular, nothing should be placed in the way of experiments in new methods of crew deployment and the introduction of general-purpose working and interchangeability on board ships.

Engagement of seamen (paras 225-240)

Provision should be made for the possibility that eventually there might be evolved new contracts of employment between shipping companies and seamen which could replace the system of articles of agreement which commonly cover only one voyage. For the present, however, articles of agreement cannot be abandoned and the Report recommends that they should make it clear that the master is normally contracting, as agent on behalf of a shipping company, with each seaman individually.

There should also be provision for a variety of forms of articles of agreement to reflect the many different kinds of operation and to give flexibility, but the powers of the Board of Trade to approve articles should be retained. Questions as to the duration of articles, their termination by notice and the transfer of seamen between ships should initially at least be resolved by normal industrial negotiation.

The existing requirements that each seaman must sign on in the presence of a marine superintendent, who has to explain the articles of agreement to him, should be abolished and the articles themselves should be drastically simplified to provide a readily understood and streamlined contract of employment.

Termination of employment

Although the practice of signing-off articles of agreement should be retained as a useful formality, it should be possible to expedite or postpone the signing-off and it should not be necessary for the marine superintendent to attend unless a seaman wishes to make an appeal or there is a dispute to be settled.

The practice whereby the signing-off involves mutual release from all outstanding claims should be abolished.

Generally, the normal law of contract should apply to the termination of employment, but the report recognizes that some special provisions are necessary because of the nature of seagoing employment.

If a seaman misses his ship because of his absence without leave, he should be liable to his employers for breach of contract in accordance with the ordinary law, but his liability should be limited and this contractual liability should in most cases provide a sufficient remedy.

Seamen's discharge books should no longer contain a report by the master as to conduct. But joint decisions of the Merchant Navy Establishment Scheme should be recorded in the discharge book, although these should be erased on any future joint recommendation of the scheme.

Discipline (paras 281-341)

The Court concludes that a special disciplinary code is required by the particular conditions of seagoing employment. Discipline is necessary both in the interests of safety and efficiency, and for preserving law and order in the confined and inescapable conditions of shipboard life. The Report points out that the shipping industry employs a great many young men who do not settle to seagoing life and that it cannot be expected that they will always be adult and responsible and moderate in their behaviour. The Court concluded that there was a need to provide means whereby the discipline, efficiency and comfort of the crew as a whole could be preserved, and that the system of on-board fining should be preserved.

Additional safeguards should, however, be provided. First, a seaman should always be able to have a friend with him at the hearing of any charge, who would help to ensure that the proper procedure was carried out and that the seaman was aware of his rights and had a proper opportunity of exercising them. Secondly, there should be a right of appeal to the marine superintendent at the end of the voyage.

The Report also recommends that a new Merchant Shipping Act should not exclude the possibility of experiments in the exercise of the shipboard disciplinary provisions by a joint committee on ships and the eventual extension of such arrangements if they prove satisfactory.

Desertion should continue to be a criminal offence as it is in most other maritime countries, but the penalty of imprisonment should be abolished, as would the automatic forfeiture of wages and effects, although any civil liability for breach of contract would remain.

Disobedience to a lawful command should fall to be dealt with by the master in the exercise of his shipboard jurisdiction and should not be a criminal offence unless there was some aggravating feature involved, e.g. danger to the ship or the lives of other seamen or passengers.

The right to strike in the United Kingdom should be safeguarded, subject to provision for safety requirements.

Wages and allotments

The existing provisions for providing accounts of wages and the payment of wages should be revised so as to be more in keeping with modern conditions. There should continue to be a penalty for delay in the payment of wages.

Provisions, health and accommodation

A Merchant Shipping Act should continue to regulate these matters and there should continue to be a statutory scale of provisions for crews.

The general principle should be that shipowners provide food for their crews, whereas at present some seamen in the coastal trade pay for their own food in return for higher wages. It is recognized, however, that exceptions to this general principle may be necessary in some special cases.

Prevention of Fraud (Investments) Act, 1958

Dealers in Securities

THE FOLLOWING changes have taken place during February 1967 in the lists of Licensed Dealers in Securities and Exempted Dealers in Securities under Sections 3 and 16 of the Act:

Licensed Dealers

Additions

N. K. Cosgrave & Co. Ltd., Garrard House, Gresham Street, London, E.C.2.

White, Weld & Co. Ltd., Winchester House, 77 London Wall, London, E.C.2.

Deletion

Unit Assurance Co. Ltd., Milton Court, Dorking, Surrey.

Change of Address

Armore Marden & Partners Ltd., 4 Coleman Street, London, E.C.2.

Exempted Dealers

Addition

Wallace Brothers & Co. (Holdings) Ltd., 4 Crosby Square, London, E.C.3.

Patents, trade marks and designs: discontinuance of certain reminder letters

IT HAS BEEN the practice of the Patent Office to write to the persons concerned to remind them of the approaching expiry of the time allowed for action in the matters referred to by the three provisions listed below: in future such reminder letters will not be sent, and it will rest with the persons concerned to take their own steps to ensure that appropriate action is taken within the time allowed.

1. Patents

Rule 15 of the Patents Rules, 1958, provides that certain additional documents relating to the relevant application in a Convention country shall be filed within three months of the filing of a Convention application.

2. Trade marks

Rule 76 of the Trade Marks Rules, 1938, prescribes for the purposes of Section 29(4) of the Trade Marks Act, 1938, a period of six months from the date of advertisement in the *Trade Marks Journal* of the registration of the relevant trade mark as the period within which a corporation may be registered as the subsequent proprietor of it.

3. Designs

Rule 33 of the Designs Rules, 1949, prescribes for the purposes of Section 3(4) of the Registered Designs Act, 1949, a period of 12 months from the date of an application as the time within which the application should be completed.

Opportunity for capital goods at British Week in Brussels

THE OUTSTANDING opportunity which the British Week in Brussels presents to manufacturers of capital as well as consumer goods, was stressed by Mr. George Farmer, leader of the BNEC/ECE Belgian team, at a press conference in London on March 1.

Mr. Farmer said that the British Week would be an occasion on which the whole city would think British, go British, and buy British. Brussels was already a naturally receptive market for British goods, and Belgium a natural centre for expansion into Europe. Already the response from the people of Brussels to the Week was far greater than had ever been known before.

Although British Weeks were primarily concerned with the sale of consumer goods through the shops and stores, capital goods manufacturers could benefit in many ways from the enormous goodwill and enthusiasm and massive publicity which they engender. For instance, a cinema in Brussels was being provided free of charge where industrial films could be shown, and every assistance would be given to firms who might wish to arrange for lectures, discussion groups or symposiums, photographic displays, etc.

British technological and industrial achievement would be taking a prominent place during the Brussels Week. The new Pavilion of Technology, which made its successful debut at the British Week in Lyons last October, would also be erected at Brussels.

The British Week in Brussels takes place from September 29 to October 7, 1967, and is organized by the Board of Trade in co-operation with the Export Council for Europe. Capital goods manufacturers who would like to grasp this unique opportunity to make their products known in this important market – at very little cost – should contact Captain John Wagstaff, Export Council for Europe, 6-14 Dean Farrar Street, London, S.W.1 (Tel. 930/3121).

Birmingham mission prepares for British Week in Brussels

A SELLING MISSION organized by the Birmingham Chamber of Commerce and Industry left on March 5 for a one-week visit to Belgium. The group consists largely of consumer goods manufacturers who will be visiting stores, retailers and wholesalers in Belgium to promote company sales and make any preparations for the British Week. The 19-strong party will, however, include four industrial goods manufacturers.

The party is being led by Mr. H. B. Jackson, manager of Barclays Export Finance Co. Ltd., and a member of the Europe Executive Committee of the Birmingham Chamber of Commerce and Industry.

Awards offered for overseas marketing case histories

THE Royal Society of Arts, under the BETRO Trust, is offering four prizes of £250 each for the best case histories of overseas marketing. The main purpose of the offer is to obtain a supply of good case histories for publication for educational purposes. Full particulars of the competition, which closes on April 30, can be obtained from the Secretary of the Royal Society of Arts, John Adam Street, London, W.C.2.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

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SABENA

*A party of British trade press journalists recently visited Brussels to see for themselves how the shops and stores were responding to the British Week in Brussels promotion. Seen here at **Brussels Airport** are, left to right: Dennis Weaver (ECE), Laurie Noquet (publicity manager, British Week), Alan Bartleman (Office Equipment News), Adrian Binsted (Food Trade Review), Donald Urwin (special events manager, British Week), James Hurley (British Industry), Haig Gudenian (Fashion Forecast), Miss Alice Guppy (Junior Age), George White (Furniture Design), Alfred Berg (Games and Toys), Neil Hurd (Leather Goods) and Fred Roffey (Shoe and Leather News).*

London Chamber appoint deputy-director

MR. WILLIAM NICHOLAS, deputy-director of the Federation of Commonwealth Chambers of Commerce, has been appointed to the new post of deputy-director of the London Chamber of Commerce.

Together with the director, Mr. W. J. Luxton, Mr. Nicholas will be responsible for the general administration of the Chamber and for carrying out the policy laid down by its council and general purposes committee. The London Chamber of Commerce, with nearly 12,000 members, is the largest body of its kind in the world.

CoID retail training courses

THE Council of Industrial Design's hundredth retail training course will take place this April. These courses, each of which deals with a particular type of merchandise, draw retail staff from stores and shops all over Britain and are held at regular intervals. The CoID is also currently discussing with a number of retail organizations an extension of its retail training activities to include complete training programmes with one store, on the lines of that arranged with Lewis's Ltd. of Birmingham, beginning in March. This particular programme was planned by the CoID's Retail Section in co-operation with Lewis's Staff Training Department to suit the special needs of the store's management and sales staff and opened on March 6 and 7 with a conference for senior management. It will be followed by a training programme for the store's selling staff aimed at widening their knowledge about the products they sell and including talks by designers drawn from various industries as well as visits to factories.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following Patents were endorsed 'Licence of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	February 1, 1967	
839,540	Regie Nationale Des Usines Renault	Servo-action locking devices for vehicles.
973,132	Kali-Chemie Aktiengesellschaft	Production of nordstrandite.
	February 2, 1967	
968,260	Richard, Paul Pierre	Arrangement for controlling the speed, direction of progression and steering of a vehicle, chiefly a tractor provided with a double transmission gearing.
1,012,808	Aktiebolaget Malcus Homquist	De-sanding machines for mould flasks.
	February 3, 1967	
953,947	Linotype and Machinery Limited	Printing presses.
988,057	Kali-Chemie Aktiengesellschaft	Production of boranes and organically substituted boranes.
	February 8, 1967	
891,135	Simon-Carves Limited	Discharge of material from container.
925,403	Felten & Guilleaume Carlswerk Aktiengesellschaft.	An electrical high-tension cable whereof the wound dielectric is filled with a gaseous or liquid substance.
	February 9, 1967	
943,279	Compagnie des Transmissions Mecaniques Seine-Doubs-Isere.	Transmission chains.
951,466	Institut de Recherche de la Siderurgie Francaise.	Burners.
1,038,944	Glaverbel	Periodically repeated weighing of predetermined quantities of material.
	February 10, 1967	
872,881	Fejmert, Erik Valdemar	Mixing machine.
884,968	Thompson, William, Henry Graham	Horticultural digging tools.
978,961	Societe Industrielle des Etablissements Piel (Sidep).	Divers' garments made from cellular elastic rubber.
1,034,437	Gevaert Photo-Producten N.V.	Preparation of microcapsules.
	February 15, 1967	
1,041,582	Rappel Irmgard	An apparatus for producing shadings for cartographical.
1,043,693	Pottier, Jacques Georges	Process for plant treatment.
	February 17, 1967	
949,270	Kali-Chemie Aktiengesellschaft	Detergents.
991,306	A.E.C. – Societe de Chimie Organique et Biologique.	Caffeine acetyl tryptophanate and its process of preparation.
	February 20, 1967	
992,869	Gevaert Photo-Producten N.V.	Sealing band for film spools.
	February 21, 1967	
792,185	Gunther Wagner Verwaltungsgesellschaft m.b.H.	Writing instruments, particularly ball point pens.
903,875	Ashby, Francis Spencer	Pile-driving attachment for a tractor.
835,847	Kali-Chemie Aktiengesellschaft	Method of preparing boro-organic compounds.
931,146	La Bakelite and Omnium de Produits Chimiques pour l'Industrie et l'Agriculture 'OPCIA.'	Manufacture of polycondensation.
940,692	Houilleres du Bassin de la Loire	Cement.
940,697	La Bakelite and Omnium de Produits Chimiques pour l'Industrie et Agriculture 'OPCIA.'	Monomeric phosphorous acid-alkanolamine derivatives and complexes thereof with aldehyde condensation products.
942,228	Paillard S.A.	Device for the rectilinear guiding of a movable member.
943,645	Paillard S.A.	Movable stop devices for calculating machines.
952,627	Paillard S.A.	Device for the control of operations, particularly for a typewriter.
953,660	Paillard S.A.	Cinematographic projector.
964,109	Paillard S.A.	Arrangement for producing electric signals controlling the typing of typewriter signs defined by co-ordinates.
968,690	Paillard S.A.	Cinematographic apparatus having a device for the automatic hooking of a film on a receiving spool.
968,858	Paillard S.A.	Electric typewriters with automatic underlining or overlining facilities.
	February 23, 1967	
830,768	Kali-Chemie A.G.	Method of producing amine-borines and amino-borines.
933,037	Philco Corporation	Apapratus for drying or laundering articles.
936,903	Commissariat al'Energie Atomique	Device providing a deformable fluid-tight connection between two structures in particular between two nuclear reactor enclosures.
937,034	Commissariat a l'Energie Atomique	Tempoary fixing means for elements capable of sliding in the channels of nuclear reactors.
938,167	Commissariat a l'Energie Atomique	Means for retaining nuclear fuel elements at one end of a reactor duct.
939,332	Clmmissariat a l'Energie Atomique	Constant-height vertical support device, in particular for tanks.
940,474	Commissariat a l'Energie Atomique	Method for measuring low flow rates.
940,759	Commissariat a l'Energie Atomique	Nuclear reactors.
948,233	Commissariat a l'Energie Atomique	A device for anchoring and extracting plugs in and from fuel channels of nuclear reactors.
948,462	Philco Corporation	Electrical signal systems.
952,304	Commissariat a l'Energie Atomique	Process for the manufacture of tubular bodies with fins.
987,634	Agfa A.G.	Improved masking film.
989,365	Philco Corporation	Production of glass-to-metal seals.
1,032,904	La Materiel Electrique S.W.	Wound electrical devices.
1,039,693	Le Materiel Electrique S.W.	Regulation arrangements.
1,041,250	Le Materiel Electrique S.W.	Temporary closure device for apertures in traction motors.
1,041,419	Le Materiel Electrique S.W.	Auto-transformers.
1,041,420	Le Materiel Electrique S.W.	Auto-transformers.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

The Patents Office.

Visits by United States store buyers

THE BOARD OF TRADE have been advised that buyers from the following store, who are holding a promotion this year featuring British goods, will be visiting Britain during March. Manufacturers and exporters wishing to meet these buyers should contact the London Buying House: Associated Merchandising Corporation, 16 Baker Street, London, W.1 (Tel. Hunter 4721).

Dayton Co., Minneapolis
Dates of promotion: September 18-October 7

Name of buyer	Merchandise sought	Dates in London
Mr. J. Bold	Ladies' sportswear and separates	March 14-18
Mr. G. Hansen	Miss Dayton Shoes	March 28-30
Mr. W. Moore (Divisional Merchandise Manager)	—	March 28-30
Mr. J. McNeal	Dress accessories, belts and hanks	March 28-30
Mr. B. Brogan	Costume jewellery	March 28-30
Mr. J. Eddy	Linens	March 19-22

BEAMA annual report published

THE annual report of the British Electrical and Allied Manufacturers' Association which deals with current trends and developments in the electrical manufacturing industry was published on March 8. Subjects arising from the report include the industry's output, export performance and prospects and relations with Government.

Government surplus sales by auction

MINISTRY OF DEFENCE

1967	Stores	Location	Auctioneers
Mar. 16 & 17	**Plant and equipment, technical and miscellaneous stores.**	**Western Command, Ordnance Depot, Hereford**	**Russell & Baldwin Bright (Dept. L), 20/21 King Street, Hereford. (Tel. Hereford 4366).**

Fork lift trucks; industrial tractors; charging sets; battery chargers; theodolites; surveyors' levels; lathes and other machine tools; binoculars; wrist and stop watches; compasses; 6 and 12v batteries; lifting trucks and jacks; petrol and diesel engines; water pumps; air compressors; used tyres; wireless, signal, generator and vehicle spares; aircraft spares; tyre pressure gauges; telephone switchboards and equipment; jerricans; water tanks; ammunition lockers; signal boxes; tarpaulin sheets; chairs; tables and other furniture; haversacks; scrap canvas and webbing; carpets; blankets; greatcoats; raincoats; BD blouses and trousers; boots and other clothing; small tools; mixed rags; and a large collection of miscellaneous stores.

1967	Stores	Location	Auctioneers
Mar. 30 & 31	**Plant and equipment, miscellaneous stores**	**Ordnance Depots in Southern Counties**	**Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. Fareham 4211).**

Sale to be held at Ritz Cinema, Middle Brook Street, Winchester.

Fork lift trucks; generators; electric motors; welding and cutting equipment; receivers; transformers; projectors and spares; theodolites; telescopes; binoculars; tools; aluminium lockers; various lamps; M.T. spares; water pumps; footwear; furniture; lifting blocks and tackle; blankets; sheets; mattresses; clothing; including greatcoats; raincoats; trousers; blouses; khaki drill; shirts; underwear; jerkins, etc., and a large selection of miscellaneous stores.

1967	Stores	Location	Auctioneers
April 4 to 7.	**Private and commercial vehicles, heavy machinery.**	**Ordnance Storage and Disposals Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 54272).**

Limousines; saloons; estate cars; Landrovers; trucks; trailers; lorries; tractors; scrapers; dumpers; road rollers; hydraulic tippers; heavy duty, light recovery and transporter trailers; mobile cranes; vans; excavators; dual purpose vehicles; breakdown vehicles; angledozers; track assemblies; fire fighting units, etc.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal orders only).

SALE BY TENDER

MACHINE TOOLS

Tool and cutter grinder; centre lathes; horizontal and universal millers; hydraulic press; sheet metal-working and wood working machines; located at Aberforth, Cardiganshire and Pembroke Dock. Tender forms from Ministry of Defence (A), Directorate of Sales (Sales 4 b ii (A)), First Avenue House, High Holborn, London, W.C.1.

Permission to view on presentation of Tender Form only. Tenders must be returned by 10 a.m., March 30, 1967.

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HMSO

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,091	—	16,073	15,365	15,365	9,140	3,485	922	688	587	1,212				
1961	113	114	122	116	111	100	130	130	138	139	122	+326	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	143	125	+ 77	+ 22	+22	+14
1963	118	119	135	130	119	103	131	104	144	146	131	+216	+113	+29	+55
1964	125	128	145	139	123	106	153	117	170	186	150	+562	+335	+72	+47
1965	128	132	154	148	126	108	158	127	166	190	156	+332	+202	+19	+43
1966		133*				109		126*	162*				+149*	— 1*	+ 6
1965															
1st quarter	128	132	152	146	127	108	160	131	166	193	157	+ 49	+ 29	—10	+ 9
2nd quarter	127	131	153	145	124	107	158	122	170	187	157	+ 92	+ 80	— 5	+ 3
3rd quarter	128	132	155	149	125	108	157	128	158	190	153	+126	+ 75	+21	+17
4th quarter	129	133	157	151	126	109	159	128	168	190	155	+ 65	+ 18	+13	+14
1966															
1st quarter	130	134	164	156	130	110	158	130	165	182	154	+ 70	+ 42	N/C	+19
2nd quarter	129	133	161	156	128	110	159	124	166	184	164	+ 62	— 10	—15	+26
3rd quarter	129	134	158	156	126	109	161	129	163	182	171	+102	+105	+20	—15
4th quarter		130*				109		121*	155*				+ 12*	— 5*	—24
1966															
July		135				110									
August		135				109									
September		132				108									
October		131*				108									
November		129*				109									
December		131*				109									
1967															
January						109									

	ORDERS		PRICES AND COSTS					LABOUR					
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—393
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—104
1966	152*	104*	136·9	+3·9	114·5*	133·0*	168·4	325	255		158	155	
1965													
1st quarter	167	121	128·8	+4·5	109·7	128·3	153·8	306	253	24,742	143	141	— 6
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	274	24,800	152	141	— 67
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	265	24,837	153	147	— 41
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 10
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 37
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	145	—107
3rd quarter	159	109*	137·5	+3·7	114·6	133·8	169·8	322	253		161	157	— 58
4th quarter	152*	104*	138·6	+3·8	113·0*	133·5*	169·8	417	206		147	163	
1966													
July	160	122*	137·0	+3·5	116·7	133·8	169·7	305	268		165	151	
August	160	115*	137·8	+3·8	114·2	133·8	169·8	318	255		164	163	
September	159	109*	137·6	+3·6	112·8	133·8	169·8	344	235		154	159	
October	157*	105*	137·9	+3·8	113·3	133·5	169·8	377	217		150	163	
November	155*	107*	138·8	+4·0	113·3	133·5	169·8	424	201		137	169	
December	152*	104*	139·0	+3·7	112·6*	133·5*	169·8	449	200		157	158	
1967													
January			139·2	+3·6	112·6*	133·6*	170·9	454	191				
February								454*	188		172	174	

* Provisional. † Not seasonally adjusted

Industry's capital expenditure in the fourth quarter of 1966

Provisional estimates

THE VOLUME of private industry's capital investment in the fourth quarter of 1966 is provisionally estimated at £544 million (at 1958 prices, seasonally adjusted), about 6 per cent below the level of the third quarter; for 1966 as a whole, investment was 2 per cent below the level of 1965. The slow downward drift in investment in the past couple of years sharpened slightly towards the end of 1966.

Manufacturing industry's investment in the fourth quarter was 6 per cent below that in the third quarter. Quarterly changes during 1966 (and 1965) have been irregular, but the levels have not varied very much; in the second half of 1966, investment was little below that in each of the three preceding half-years.

The change in manufacturers' capital expenditure between 1965 and 1966 is now estimated, in volume terms, to be a fall of 1 per cent. This provisional out-turn is not greatly different from that suggested by the forecasts received from contributing firms in the various intentions inquiries beginning in August/September 1965. Forecasts supplied then led to an estimate of a small rise between 1965 and 1966 (about 5 per cent at current prices, rather less in volume terms). Subsequently the inquiry at the end of the year revealed that manufacturers had revised downwards their plans and intentions for 1966. The inquiry taken in August/September 1966, however, indicated a fall of as much as 4 per cent in real terms. It now seems clear that the forecasts made by manufacturers at that particular time may have been unduly affected by the changes in business sentiment and that, in the upshot, actual expenditures were not cut back as much as intended.

For the distributive and service industries, excluding shipping, investment fell by about 2 per cent between the third and fourth quarters, continuing the slow decline from the peak late in 1964. For 1966 as a whole, investment was about 2 per cent below 1965. In the shipping industry, for which quarterly investment figures are almost invariably very erratic in their movements, the fourth quarter's investment was well below the level in the third quarter, but for 1966 as a whole, investment was only one million pounds lower than in 1965.

Revised estimates for the fourth quarter and detailed industry figures will be published in the *Board of Trade Journal* of April 14, these will, as usual, take account of late returns. There will also be revisions in the light of the results of the simple censuses of production for 1964 and 1965, which are expected to be published in the same issue.

Industry's fixed capital expenditure at 1958 prices seasonally adjusted

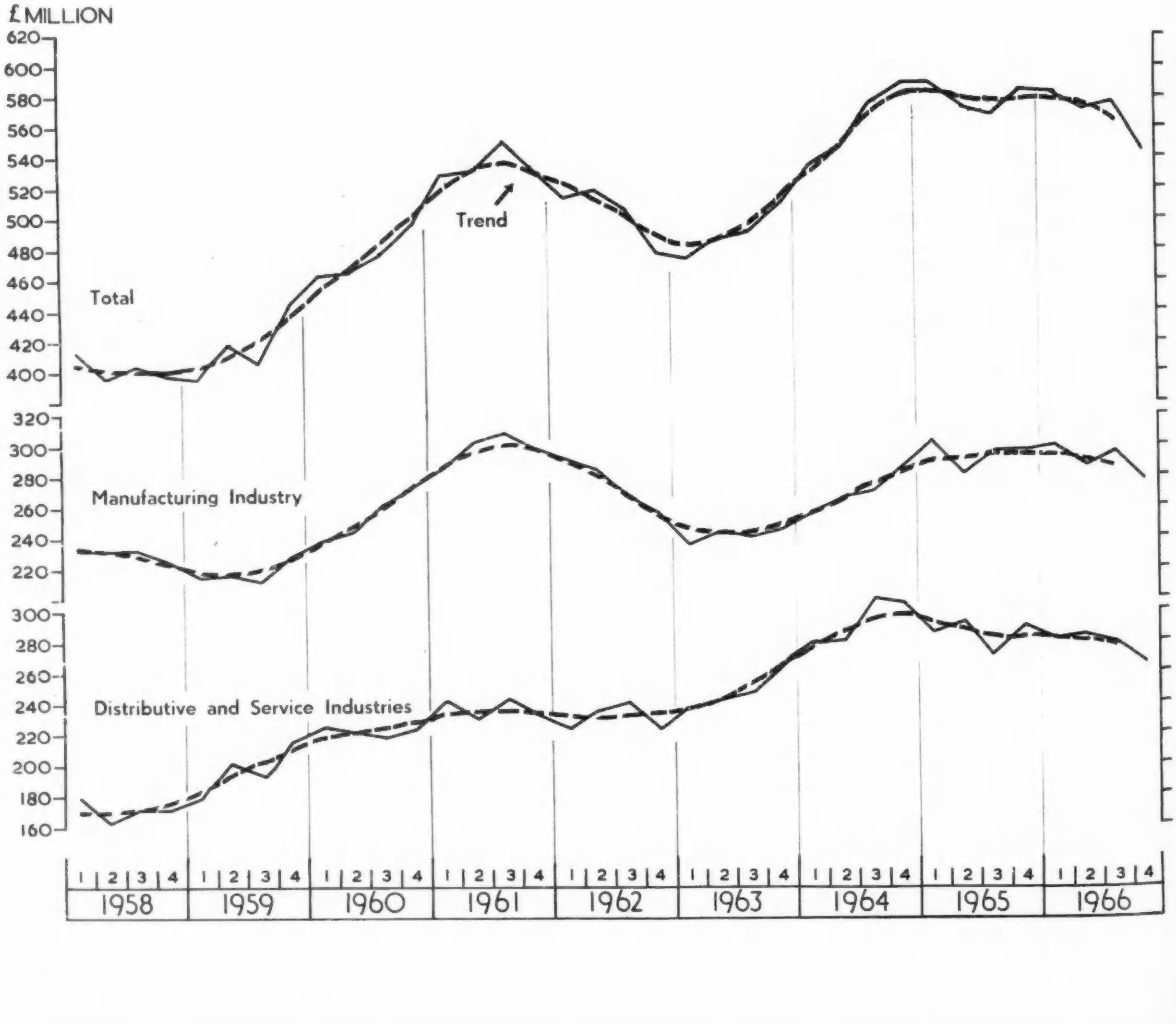

Table 1. Industry's fixed capital expenditure at 1958 prices seasonally adjusted (a)

£ million

Period	ANALYSIS BY INDUSTRIAL SECTORS		Total	ANALYSIS BY TYPE OF ASSET		
	Manufacturing Industry (b)	Distributive and Service Industries (c)		New Building Work	Vehicles	Plant and Machinery
1958	922	688	1,610	451	360	799
1959	871	792	1,663	460	403	800
1960	1,106	890	1,906	547	456	903
1961	1,195	948	2,143	648	435	1,060
1962	1,098	923	2,021	646	386	990
1963	964	992	1,956	595	427	935
1964	1,078	1,171	2,249	689	520	1,041
1965	1,176	1,140	2,316	724	485	1,107
1966	1,162	1,114	2,276	661	521	1,094
1960 1st quarter	238	225	463	138	112	213
2nd quarter	244	223	467	132	117	218
3rd quarter	261	216	477	136	110	231
4th quarter	273	226	499	141	117	241
1961 1st quarter	286	242	528	154	118	256
2nd quarter	302	230	532	163	104	265
3rd quarter	308	243	551	163	114	274
4th quarter	299	233	532	168	99	265
1962 1st quarter	291	223	514	163	96	255
2nd quarter	284	234	518	164	101	253
3rd quarter	267	241	508	170	95	243
4th quarter	256	225	481	149	94	239
1963 1st quarter	235	237	472	143	100	228
2nd quarter	244	239	483	149	102	233
3rd quarter	240	249	489	148	107	235
4th quarter	245	267	512	155	118	239
1964 1st quarter	256	279	535	157	126	252
2nd quarter	266	279	545	166	123	256
3rd quarter	270	308	578	179	138	261
4th quarter	286	305	591	187	133	272
1965 1st quarter	303	286	589	190	115	283
2nd quarter	281	293	574	182	127	265
3rd quarter	296	272	568	177	116	275
4th quarter	296	289	585	175	127	284
1966 1st quarter	300	283	583	170	127	286
2nd quarter	287	285	572	164	134	274
3rd quarter	297	280	577	165	136	276
4th quarter	278	266	544	162	124	258

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 53 per cent of total capital expenditure in 1964. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy and though some public expenditure is included, it is small; the figures are therefore very largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.

(Tables continued on following pages)

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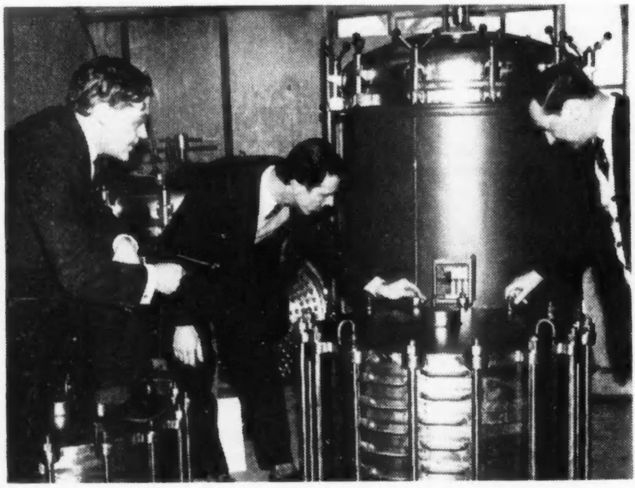
(EH38)

Table 2. Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted [(a), (b), (d)]

£ million

Period	ANALYSIS BY INDUSTRY GROUP										ANALYSIS BY TYPE OF ASSET		
	Food, Drink and Tobacco	Mineral Oil Refining	Chemicals, Paint and Printing Ink	Metal Manufacture	Engineering Shipbuilding, and Metal Goods	Vehicles	Textiles, Leather and Clothing	Paper Printing and Publishing	Other Manufacturing Industries	Total All Manufacturing Industries			
	Standard Industrial Classification Orders												
	III	Part of IV	Part of IV	V	VI, VII and IX	VIII	X to XII	XV	XIII, XIV and XVI	III to XVI	New Building Work	Vehicles	Plant and Machinery
1958	112·6	39·7	157·3	143·5	204·8	69·8	63·6	65·2	65·1	921·6	247·0	52·4	622·2
1959	106·5	23·5	145·5	129·7	200·8	69·0	66·5	60·3	69·1	870·9	223·8	57·1	590·0
1960	128·5	15·3	134·5	186·1	228·9	78·3	85·2	67·8	91·6	1,016·2	263·5	75·3	677·4
1961	136·9	22·8	162·8	242·4	250·5	104·2	101·5	74·4	99·7	1,195·2	318·1	71·8	805·3
1962	134·8	16·3	161·6	208·2	220·0	93·8	87·1	74·9	101·3	1,098·0	297·9	61·8	738·3
1963	135·2	24·8	126·9	114·7	218·1	89·3	79·5	74·1	101·2	963·8	244·1	75·5	644·2
1964	153·3	25·7	156·3	100·4	244·5	78·7	116·8	80·9	121·5	1,078·1	284·2	87·5	706·4
1965	164·8	21·2	198·8	97·2	236·3	109·5	124·6	91·6	132·1	1,176·1	312·9	89·2	774·0
1966										1,162·4	276·5	103·2	782·7
1960 1st quarter	30·2	4·2	33·4	39·2	55·8	15·5	20·8	17·4	22·3	238·8	63·1	17·2	158·5
2nd quarter	31·5	4·3	31·3	42·3	55·9	19·5	21·7	15·4	21·9	243·8	62·4	18·5	162·9
3rd quarter	33·4	3·4	34·5	51·3	57·9	21·5	20·1	16·7	22·0	260·8	69·3	18·8	172·7
4th quarter	33·4	3·4	35·3	53·3	59·3	21·8	22·6	18·3	25·4	272·8	68·7	20·8	183·3
1961 1st quarter	33·9	3·3	39·8	59·4	60·8	24·6	23·8	16·8	23·7	286·1	74·3	19·0	192·8
2nd quarter	34·8	6·1	39·8	62·1	64·0	25·7	25·2	17·7	26·8	302·2	80·8	19·0	202·4
3rd quarter	34·0	6·3	42·4	61·4	63·3	27·3	27·9	20·6	24·9	308·1	80·4	17·8	209·9
4th quarter	34·2	7·1	40·8	59·5	62·4	26·6	24·6	19·3	24·3	298·8	82·6	16·0	200·2
1962 1st quarter	33·7	3·9	43·4	56·8	59·3	25·1	25·1	18·9	24·7	290·9	80·8	16·5	193·6
2nd quarter	33·1	3·9	42·4	58·2	56·3	22·9	22·2	19·2	25·4	283·6	78·7	14·7	190·2
3rd quarter	33·1	4·4	37·9	47·6	54·8	24·6	19·9	18·8	25·9	267·0	74·1	15·2	177·7
4th quarter	34·9	4·1	37·9	45·6	49·6	21·2	19·9	18·0	25·3	256·5	64·3	15·4	176·8
1963 1st quarter	31·1	4·6	30·6	33·8	54·1	21·5	18·9	17·8	22·3	234·7	58·6	16·3	159·8
2nd quarter	34·1	5·9	32·5	31·0	55·4	22·8	18·9	19·0	24·6	244·2	61·9	18·7	163·6
3rd quarter	33·7	6·8	31·8	24·8	55·9	22·0	20·2	19·0	26·1	240·3	60·8	20·0	159·5
4th quarter	36·3	7·5	32·0	25·1	52·7	23·0	21·5	18·3	28·2	244·6	62·8	20·5	161·3
1964 1st quarter	37·6	9·1	34·5	24·5	58·1	19·4	24·8	19·5	28·3	255·8	66·5	21·7	167·6
2nd quarter	38·4	6·3	37·3	24·2	61·7	20·9	28·9	18·8	30·0	266·5	69·9	22·5	174·1
3rd quarter	39·7	5·1	39·1	25·9	62·0	16·7	29·5	21·3	30·4	269·7	70·0	21·8	177·9
4th quarter	37·6	5·2	45·4	25·8	62·7	21·7	33·6	21·3	32·8	286·1	77·8	21·5	186·8
1965 1st quarter	42·4	5·2	48·6	25·3	63·2	26·0	33·3	24·5	34·0	302·5	82·2	23·1	197·2
2nd quarter	39·2	4·9	46·8	24·0	57·6	25·8	29·3	24·3	29·2	281·1	77·0	21·4	182·7
3rd quarter	42·9	5·2	53·5	25·1	55·7	26·3	32·3	21·0	34·1	296·1	78·0	20·9	197·2
4th quarter	40·3	5·9	49·9	22·8	59·8	31·4	29·7	21·8	34·8	296·4	75·7	23·8	196·9
1966 1st quarter	39·5	6·8	55·2	24·9	57·2	28·9	30·4	19·5	37·3	299·7	69·7	25·3	204·7
2nd quarter	37·2	9·2	48·4	23·2	57·3	27·3	31·5	20·3	32·5	286·9	67·3	27·5	192·1
3rd quarter	38·0	11·6	52·7	26·3	54·9	26·5	29·0	20·5	37·6	297·1	72·5	26·3	198·3
4th quarter										278·7	67·0	24·1	187·6



Mr. Y. S. Kalachnikov, an inspector for Techmashimport, the Russian purchasing agency, is here seen (centre) examining a stainless 85cm. pressure filter in the Filtration Division of Calmic Engineering Co. Ltd., Crewe. This is one of a number of filters to be supplied for the £30 million polyester fibre plant being set up by Polyspinners Limited, a company formed by Constructors John Brown Limited and Dobson & Barlow Machinery Sales Limited, at Mogilev in the USSR. Calmic Engineering Co. Ltd. will be providing all the filtration equipment for the plant. With Mr. Kalachnikov are Mr. M. C. M. Arrindell, manager of the Filtration Division of Calmic Engineering Co. Ltd. (left) and Mr. Ivor Braund, one of CJB's inspectors (right).

At a meeting in the Coventry headquarters of GEC (Telecommunications) Limited, Mr. P. R. J. Dain (centre), second commercial secretary at the British Embassy in Bangkok; Mr. J. A. Hope (right), GEC's Far East manager; and Mr. R. F. Harvey, the company's newly appointed technical representative in Hong Kong; discussed the firm's products and prospects in Thailand. GEC exhibited at the first Asian International Trade Fair in Bangkok.

DEA progress report

The February 1967 issue of *DEA Progress Report* was published on February 23. Progress Reports are published monthly by the Department of Economic Affairs in two sections, an Economic Section and an Industrial and Regional Section.

This issue's Economic Section contains articles on 'Voting the Money' and 'Some European Organisations', while the Industrial and Regional Section contains articles on 'Women in Employment' and 'Regional Planning in France'.

Table 3. Fixed capital expenditure in the distributive and service industries at 1958 prices seasonally adjusted (a), (c), (d)

£ million

Period	Shipping Industry	OTHER DISTRIBUTIVE AND SERVICE INDUSTRIES						
		Wholesale Distribution	Retail Distribution	Other Industries	Total	New Building Work	Vehicles	Plant and Machinery
		Standard Industrial Classification Headings						
	S.I.C. 704	810, 831, 832	820	XVII, Part of XIX, XXI, Part of XXII and XXIII	XVII, Part of XIX, XX, Part of XXI, Part of XXII and XXIII			
1958	147	73	130	338	541	203	161	177
1959	161	92	163	376	631	235	186	210
1960	158	100	175	457	732	284	222	226
1961	126	105	195	522	822	330	237	255
1962	104	116	187	515	820	347	221	252
1963	85	126	204	577	907	351	266	291
1964	124	145	232	670	1,047	405	308	335
1965	93	153	215	679	1,047	411	306	333
1966	92				1,022	384	328	312
1960 1st quarter	40	22	43	120	185	75	55	55
2nd quarter	43	25	43	112	180	70	55	55
3rd quarter	38	26	44	108	178	67	53	58
4th quarter	37	27	45	117	189	72	59	58
1961 1st quarter	39	28	44	131	203	80	60	63
2nd quarter	27	27	47	129	203	82	58	63
3rd quarter	31	26	52	134	212	83	65	64
4th quarter	29	24	52	128	204	85	54	65
1962 1st quarter	26	25	52	120	197	83	53	61
2nd quarter	33	27	48	126	201	85	53	63
3rd quarter	22	33	46	140	219	96	58	65
4th quarter	23	31	41	129	202	83	57	63
1963 1st quarter	23	29	52	133	214	85	61	68
2nd quarter	18	32	47	142	221	87	65	69
3rd quarter	22	31	51	145	227	87	65	76
4th quarter	22	34	54	157	245	92	75	78
1964 1st quarter	28	35	57	159	251	91	76	85
2nd quarter	27	34	60	158	252	96	74	82
3rd quarter	37	36	58	177	271	109	79	83
4th quarter	32	40	57	176	273	109	79	85
1965 1st quarter	15	41	56	174	271	108	79	86
2nd quarter	30	38	54	171	263	105	76	82
3rd quarter	22	38	53	159	250	99	73	78
4th quarter	26	36	52	175	263	99	78	87
1966 1st quarter	23	40	50	170	260	100	79	81
2nd quarter	23	43	46	173	262	97	84	82
3rd quarter	27	41	46	166	253	92	83	78
4th quarter	19				247	95	82	71

Table 4. Industry's fixed capital expenditure at current prices (a)

£ million

Period	Manufacturing Industry (b)	Distributive and Service Industries (c)	Total
1958	922	688	1,610
1959	867	782	1,649
1960	1,021	880	1,901
1961	1,239	953	2,192
1962	1,168	951	2,119
1963	1,044	1,024	2,068
1964	1,200	1,221	2,421
1965	1,367	1,228	2,595
1966	1,405	1,226	2,631
1960 1st quarter	221	216	437
2nd quarter	236	216	452
3rd quarter	271	206	477
4th quarter	293	242	535
1961 1st quarter	273	237	510
2nd quarter	304	227	531
3rd quarter	331	235	566
4th quarter	331	254	585
1962 1st quarter	286	224	510
2nd quarter	294	238	532
3rd quarter	290	241	531
4th quarter	298	248	546
1963 1st quarter	237	241	478
2nd quarter	260	242	502
3rd quarter	261	250	511
4th quarter	286	291	577
1964 1st quarter	264	282	546
2nd quarter	292	287	579
3rd quarter	300	308	608
4th quarter	344	344	688
1965 1st quarter	327	299	626
2nd quarter	321	308	629
3rd quarter	344	282	626
4th quarter	375	339	714
1966 1st quarter	339	303	642
2nd quarter	339	306	645
3rd quarter	359	295	654
4th quarter	368	322	690

Notes relating to Tables 1, 2, 3 and 4

(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

(b) Standard Industrial Classification Orders III to XVI.

(c) Standard Industrial Classification Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 - Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

(d) Care should be taken in using the industry figures in tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

(e) Small discrepancies may appear between the totals and the sum of individual headings because of rounding.

1966 record year for tourist arrivals

MORE THAN 2,480,000 foreign visitors came to Britain during 1966, according to the British Travel Association, representing an increase of 315,000 (15 per cent) on the previous year. Final details of the numbers of arrivals from British Commonwealth countries during 1966 are not yet available from the British Travel Association, but it is expected that these also will be considerably higher than in 1965, when 611,000 Commonwealth tourists came to Britain.

The biggest single national contingent of overseas visitors in 1966 came from the United States. There were 754,000 of them, a rise of 80,000 (12 per cent) on 1965.

There were 1,512,000 European visitors during the year, an increase of 196,000 (15 per cent), led by France with 417,000 visitors, a rise of 53,000 (15 per cent) on the previous year, and by Germany with 288,000 visitors – an increase of 29,000 (11 per cent).

Nearly 5,000 visitors came from the USSR, a rise of more than 1,000 (28 per cent) on the year.

The British Travel Association have provisionally estimated that Britain's foreign currency earnings from tourism in 1966 – including fares paid by visitors to British carriers – are in the region of £330 million.

Private Industry's stocks in the fourth quarter of 1966

Provisional estimates

INDUSTRY'S stocks and work in progress are provisionally estimated to have fallen by £17 million (at 1958 prices, seasonally adjusted) in the fourth quarter of 1966. This fall – the first since 1963 – was primarily due to a relatively large drop in retailers' stocks. Those of manufacturers and wholesalers changed little; this contrasts with the third quarter when their stocks rose substantially, partly as a consequence of the seamen's strike. In 1966 as a whole, stocks rose by £154 million, at 1958 prices, considerably less than stockbuilding in 1965, which was itself lower than in the peak year, 1964. In 1966 stockbuilding fell in all three main industry groups and was particularly low in the distributive industries.

Manufacturers' stockbuilding fluctuated rather wildly during 1966 as a result of exceptional circumstances. The small rise of £12 million (at 1958 prices, seasonally adjusted) in stocks in the fourth quarter was, however, well below the average rate of stockbuilding in the first three quarters of the year. There was a general and fairly substantial fall in stocks of materials and fuel; this may have been partially due to a deferment of imports in anticipation of the lifting of the import surcharge at the end of November; work in progress showed its largest quarterly increase during the year and stocks of finished goods also rose slightly. Although the level of manufacturers' stocks changed little in total in the quarter, the index of production fell and the stocks/production ratio rose very sharply, after being fairly stable for more than two years, to its highest level since the beginning of 1963.

During 1966 manufacturers' stocks rose by £149 million, at 1958 prices, i.e. somewhat less than their increase in 1965. Within the separate assets, however, stockbuilding was rather different from the pattern in the previous year. Work in progress continued to show a moderate increase but stocks of finished goods rose substantially while those of materials and fuel fell.

The stocks of both wholesalers and retailers fell in the fourth quarter of 1966. Retailers' stocks fell substantially after falling in the third quarter so that over the year as a whole they showed very little increase. Wholesalers' stocks moved irregularly during the year, the result being virtually no change. Stockbuilding by distributors during 1966 was the lowest recorded since the inception of the business unit series in 1956.

Revised estimates of changes in stocks in the fourth quarter of 1966, taking account of late returns, will be published in the *Board of Trade Journal* in April.

Changes in industry's stocks at 1958 prices seasonally adjusted

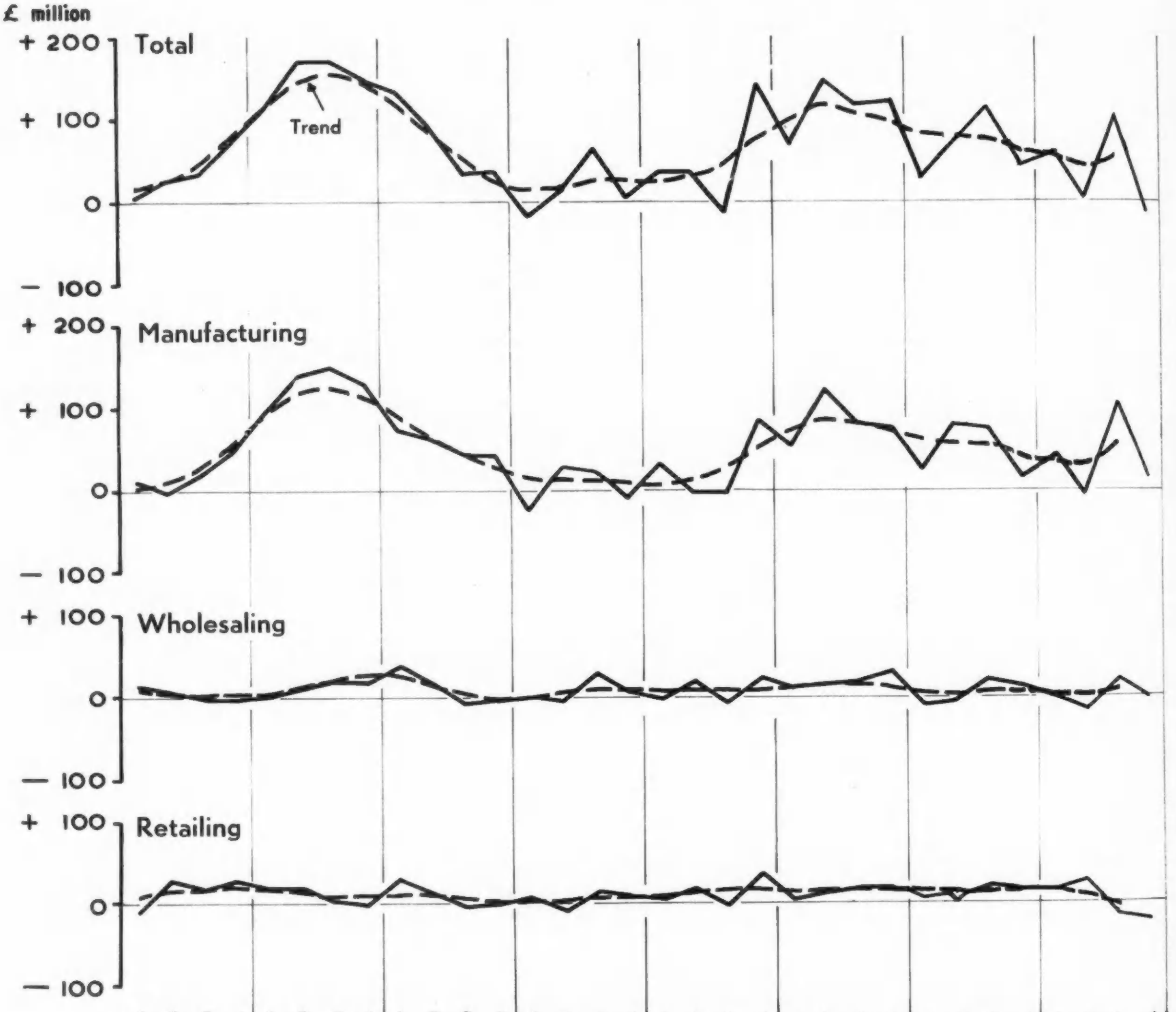


Table 1—Changes in the volume of industry's stocks at 1958 prices seasonally adjusted (a)

£ million

Period	(b) Manufacturing	(c) Wholesaling	(d) Retailing	(e) Total
Level of stocks at December 31, 1965	6,361	1,036	1,176	8,573
1960	+514	+48	+37	+599
1961	+224	+36	+29	+289
1962	+ 22	+22	+14	+ 58
1963	+113	+29	+55	+197
1964	+335	+72	+47	+454
1965	+201	+19	+43	+263
1966	+149	— 1	+ 6	+154
1960 1st quarter	+ 95	N/C	+18	+113
2nd quarter	+141	+11	+18	+170
3rd quarter	+148	+19	+ 2	+169
4th quarter	+130	+18	— 1	+147
1961 1st quarter	+ 72	+35	+25	+132
2nd quarter	+ 67	+17	+10	+ 94
3rd quarter	+ 45	— 9	— 4	+ 32
4th quarter	+ 41	— 7	— 2	+ 32
1962 1st quarter	— 24	N/C	+ 5	— 19
2nd quarter	+ 29	— 7	—10	+ 12
3rd quarter	+ 25	+26	+11	+ 62
4th quarter	— 9	+ 3	+ 8	+ 2
1963 1st quarter	+ 31	— 1	+ 3	+ 33
2nd quarter	— 3	+19	+18	+ 34
3rd quarter	— 1	— 9	— 1	— 11
4th quarter	+ 85	+20	+35	+140
1964 1st quarter	+ 54	+10	+ 3	+ 67
2nd quarter	+123	+13	+12	+148
3rd quarter	+ 82	+19	+17	+118
4th quarter	+ 76	+30	+15	+121
1965 1st quarter	+ 29	—10	+ 9	+ 28
2nd quarter	+ 80	— 5	+ 3	+ 78
3rd quarter	+ 75	+21	+17	+113
4th quarter	+ 18	+13	+14	+ 45
1966 1st quarter	+ 42	N/C	+19	+ 61
2nd quarter	— 10	—15	+26	+ 1
3rd quarter	+105	+20	—15	+110
4th quarter	+ 12	— 5	—24	— 17

ICE CREAM CABINETS FOR KUWAIT

ايس كريم
ICE CREAM

Among the export orders being despatched from the Lec Refrigeration factory in Bognor Regis is a consignment of 25 ice cream cabinets destined for the Danish Kuwaiti Dairy Company. This company is one of the leading manufacturers of dairy products in Kuwait. This is the second order for these cabinets to be received from the Danish Kuwaiti Company, through S. S. Sharma & Sons, the Lec agent in Kuwait.

Table 2—Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by manufacturing industry (a) (b) (f)

£ million

Period	ANALYSIS BY INDUSTRY GROUP							ANALYSIS BY TYPE OF ASSET		
	Food, drink and tobacco	Chemicals and allied industries	Metal manufacture	Engineering, shipbuilding and vehicles	Textiles leather and clothing	Other manufacturing industries	Total all manufacturing industries			
	Standard Industrial Classification Orders							Materials and fuel	Work in progress	Finished goods
	III	IV	V	VI-IX	X-XII	XIII-XVI	III-XVI			
Level of stocks at December 31, 1965	846	547	503	3,156	662	647	6,361	2,290	2,364	1,707
1960	+43	+42	+79	+263	+29	+58	+514	+219	+135	+160
1961	+ 9	+16	+13	+148	+ 9	+29	+224	+ 44	+ 93	+ 87
1962	+22	+ 2	—19	+ 41	—22	— 2	+ 22	— 60	+ 39	+ 43
1963	+56	—11	+ 1	+ 57	N/C	+10	+113	+ 3	+ 93	+ 17
1964	+ 6	+30	+30	+199	+48	+22	+335	+106	+148	+ 81
1965	—10	+12	+15	+153	— 8	+39	+201	+ 38	+ 71	+ 92
1966							+149	— 36	+ 63	+122
1960 1st quarter	+ 2	— 2	+15	+ 62	+10	+ 8	+ 95	+ 45	+ 24	+ 26
2nd quarter	+12	+19	+17	+ 67	+10	+16	+141	+ 62	+ 40	+ 39
3rd quarter	+ 8	+16	+29	+ 58	+22	+15	+148	+ 70	+ 25	+ 53
4th quarter	+20	+10	+18	+ 76	—13	+19	+130	+ 40	+ 47	+ 43
1961 1st quarter	+ 7	+ 9	+12	+ 30	+ 1	+14	+ 72	+ 36	+ 37	N/C
2nd quarter	— 5	+ 8	+ 3	+ 33	+ 9	+18	+ 67	+ 15	+ 23	+ 30
3rd quarter	+10	+ 2	— 3	+ 34	— 2	+ 4	+ 45	+ 13	+ 19	+ 13
4th quarter	— 3	— 3	+ 1	+ 50	+ 1	— 7	+ 41	— 20	+ 15	+ 45
1962 1st quarter	+ 9	— 7	—14	+ 4	— 5	—11	— 24	— 21	— 8	+ 5
2nd quarter	+ 9	— 1	— 3	+ 30	— 4	N/C	+ 29	— 2	+ 25	+ 7
3rd quarter	+ 9	+ 5	— 6	+ 21	— 7	+ 3	+ 25	— 13	+ 17	+ 20
4th quarter	— 4	+ 5	+ 4	— 14	— 5	+ 6	— 9	— 24	+ 4	+ 11
1963 1st quarter	+ 4	+ 5	+ 1	+ 17	—10	+14	+ 31	— 15	+ 19	+ 26
2nd quarter	+23	— 9	— 2	— 10	— 1	— 4	— 3	— 4	+ 11	— 10
3rd quarter	— 2	— 8	— 3	+ 5	+ 7	N/C	— 1	— 1	+ 18	— 17
4th quarter	+31	N/C	+ 5	+ 45	+ 4	+ 1	+ 85	+ 23	+ 44	+ 18
1964 1st quarter	+ 3	+ 6	+ 9	+ 32	+ 5	— 1	+ 54	+ 32	+ 27	— 4
2nd quarter	— 4	+ 9	+15	+ 69	+23	+10	+123	+ 29	+ 50	+ 44
3rd quarter	+ 3	+ 6	+ 3	+ 58	+ 6	+ 6	+ 82	+ 15	+ 37	+ 30
4th quarter	+ 5	+ 9	+ 2	+ 40	+13	+ 7	+ 76	+ 31	+ 33	+ 11
1965 1st quarter	—11	—17	+ 6	+ 34	+ 7	+10	+ 29	— 5	+ 45	— 11
2nd quarter	— 6	+31	— 5	+ 54	— 8	+14	+ 80	+ 23	— 5	+ 61
3rd quarter	+17	+ 2	+ 7	+ 40	— 4	+13	+ 75	+ 22	+ 25	+ 28
4th quarter	—10	— 4	+ 7	+ 26	— 4	+ 3	+ 18	— 1	+ 5	+ 14
1966 1st quarter	+13	+11	— 5	+ 13	+ 3	+ 7	+ 42	+ 8	+ 23	+ 11
2nd quarter	— 7	+ 7	—22	+ 3	+ 1	+ 9	— 10	— 43	N/C	+ 33
3rd quarter	— 4	+ 4	+25	+ 54	+17	+10	+105	+ 41	+ 3	+ 61
4th quarter							+ 12	— 42	+ 36	+ 17

Table 3—Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by wholesalers [(a) (f)]

£ million

S.I.C. M.L.H.			1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1965
810	General wholesale distributors	1960	— 1	+10	+15	+ 2	+26	
		1961	+28	+10	— 2	—10	+26	
		1962	— 6	—11	+16	+ 5	+ 4	
		1963	— 2	+12	—11	+14	+13	
		1964	+ 1	+ 7	+10	+27	+45	
		1965	— 9	— 1	+17	+ 5	+12	674
		1966	+ 5	— 9	+24			
831	Dealers in coal, builders' materials, etc.	1960	N/C	+ 1	N/C	+ 3	+ 4	
		1961	+ 1	+ 1	— 1	— 1	N/C	
		1962	+ 1	N/C	+ 2	+ 1	+ 4	
		1963	+ 3	+ 2	— 3	+ 3	+ 5	
		1964	+ 3	N/C	+ 5	— 2	+ 6	
		1965	— 4	— 2	+ 1	+ 3	— 2	94
		1966	— 1	N/C	— 4			
843	Dealers in industrial materials and machinery.	1960	+ 1	N/C	+ 4	+13	+18	
		1961	+ 6	+ 6	— 6	+ 4	+10	
		1962	+ 5	+ 4	+ 8	— 3	+14	
		1963	— 2	+ 5	+ 5	+ 3	+11	
		1964	+ 6	+ 6	+ 4	+ 5	+21	
		1965	+ 3	— 2	+ 3	+ 5	+ 9	268
		1966	— 4	— 6	N/C			
	Total wholesalers	1960	N/C	+11	+19	+18	+48	
		1961	+35	+17	— 9	— 7	+36	
		1962	N/C	— 7	+26	+ 3	+22	
		1963	— 1	+19	— 9	+20	+29	
		1964	+10	+13	+19	+30	+72	
		1965	—10	— 5	+21	+13	+19	1,036
		1966	N/C	—15	+20	— 5	— 1	

Table 4—Changes in the value (at book values) of stocks held by manufacturers and distributors [(a)]

£ million

		1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1965
Manufacturing (b)	1960	+125	+178	+127	+161	+591	
	1961	+110	+102	+ 46	+ 54	+312	
	1962	+ 9	+ 28	+ 12	+ 29	+ 78	
	1963	+ 69	+ 4	+ 16	+161	+250	
	1964	+125	+181	+108	+148	+562	
	1965	+126	+147	+102	+ 98	+473	7,313
	1966	+167	+141	+ 60	+ 37	+404	
Wholesaling (c)	1960	+ 7	+ 18	+ 52	— 22	+ 55	
	1961	+ 44	+ 20	+ 15	— 36	+ 43	
	1962	+ 6	+ 5	+ 40	— 19	+ 32	
	1963	— 6	+ 23	+ 23	+ 8	+ 48	
	1964	+ 14	+ 30	+ 62	+ 18	+124	
	1965	— 1	+ 9	+ 54	— 14	+ 48	1,169
	1966	+ 8	+ 1	+ 43	— 35	+ 17	
Retailing (d)	1960	+ 68	+ 15	— 19	— 20	+ 44	
	1961	+ 69	+ 36	— 10	— 34	+ 61	
	1962	+ 60	— 1	— 1	— 13	+ 45	
	1963	+ 56	— 6	— 13	+ 26	+ 63	
	1964	+ 55	+ 13	+ 7	+ 15	+ 90	
	1965	+ 69	— 5	+ 2	N/C	+ 66	1,318
	1966	+ 81	+ 25	— 23	— 39	+ 44	
Total (e)	1960	+200	+211	+160	+119	+690	
	1961	+223	+158	+ 51	— 16	+416	
	1962	+ 75	+ 32	+ 51	— 3	+155	
	1963	+119	+ 21	+ 26	+195	+361	
	1964	+194	+224	+177	+181	+776	
	1965	+194	+151	+158	+ 84	+587	9,800
	1966	+256	+167	+ 80	— 37	+466	

Notes relating to Tables 1-4

(a) The estimates are shown to the nearest £ million, but should not be regarded as accurate to this degree.
(b) Standard Industrial Classification Orders III-XVI.
(c) S.I.C. Minimum List Headings 810, 831, 832.
(d) S.I.C. Minimum List Heading 820.
(e) S.I.C. Orders III-XVI and XX.
(f) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

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Table 5

Period (quarters)	Index numbers 4th quarter 1957 = 100 seasonally adjusted (1)		
	Stock levels (at 1958 prices)	Production (with 1958 net output weight) (2)	Ratio of stocks to production (3)
1956 1	95	99	95·6
2	96	99	97·1
3	97	98	98·4
4	97	98	98·6
1957 1	99	100	98·9
2	100	101	99·0
3	100	102	98·1
4	100	100	100·0
1958 1	101	101	100·1
2	101	99	102·3
3	101	99	102·6
4	101	99	101·4
1959 1	101	100	100·5
2	101	104	97·0
3	101	106	95·7
4	102	111	92·3
1960 1	104	113	92·0
2	107	114	94·4
3	110	114	96·7
4	113	114	98·7
1961 1	114	114	100·0
2	116	115	101·0
3	117	114	102·1
4	118	113	104·2
1962 1	117	113	103·5
2	118	115	102·3
3	118	116	101·9
4	118	114	103·4
1963 1	119	114	104·4
2	119	117	101·0
3	119	121	97·6
4	120	124	97·1
1964 1	121	126	96·0
2	124	128	96·7
3	126	129	97·2
4	127	131	97·3
1965 1	128	133	96·5
2	129	132	98·0
3	131	133	98·6
4	131	134	98·1
1966 1	132	136	97·3
2	132	134	98·5
3	134	135	99·0
4	134	131	102·8

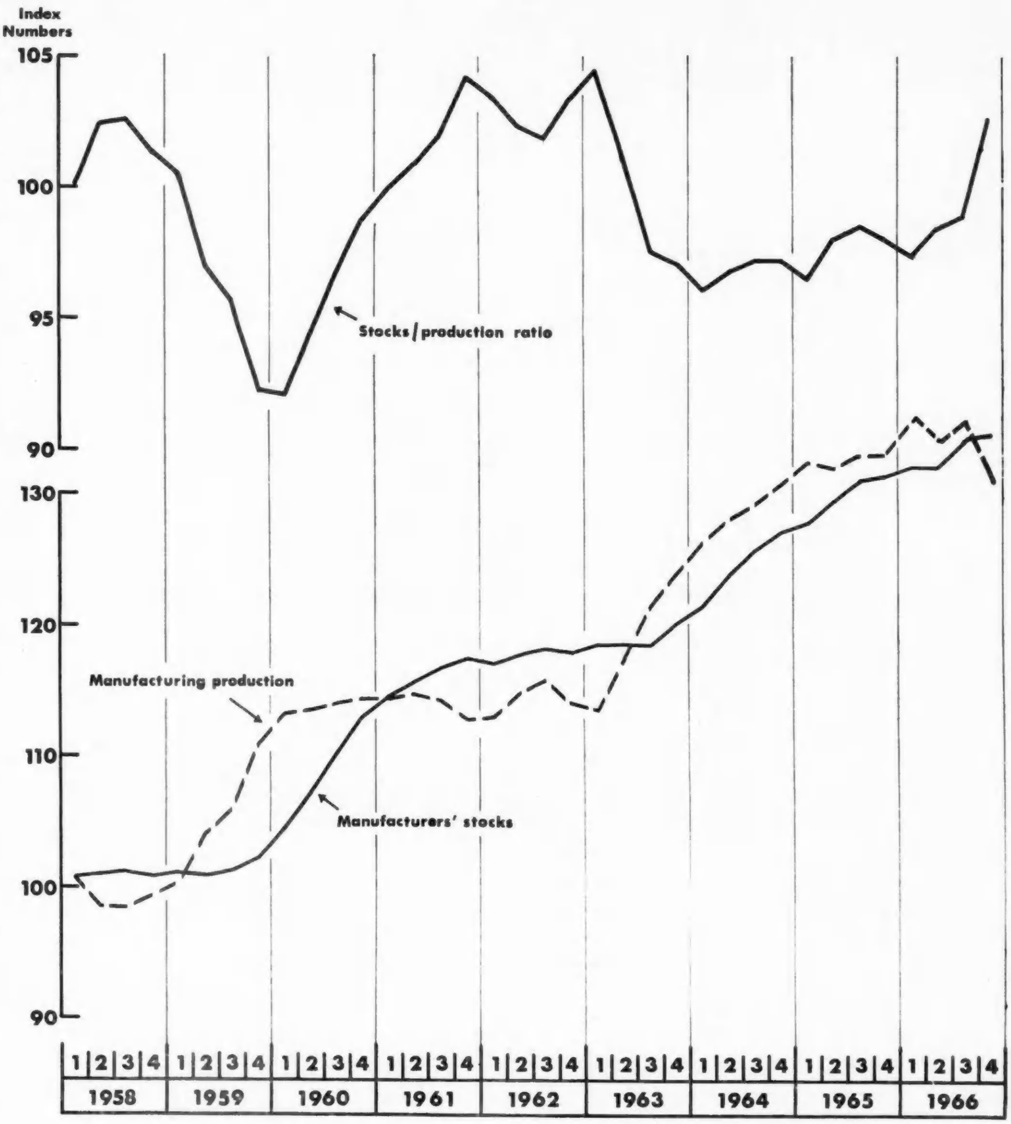
Notes

(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.

(2) The index of production with 4th quarter 1957 as the base has been converted arithmetically from the official 1958 based index linked to estimates for 1957 derived from the previous index based on 1954.

(3) The index numbers of the stocks production ratios are calculated from unrounded estimates of the data in the previous two columns.

The relationship of manufacturers' stocks to manufacturing production



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UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for January

IN JANUARY the import unit value index remained at 109 the same as during the second half of 1966. The export unit value index rose marginally and in rounded terms was 114. This was one point higher than during the latter half of last year. The terms of trade also rose by one point compared with the second half of last year.

Although the import unit value index remained unchanged in rounded terms this concealed a fall of about one half per cent. Most of the fall was attributable to a drop of 1 per cent in the manufactured goods index owing, in large measure, to lower average values of imported copper. The index for basic materials also fell, but to a lesser extent, and the indices for food, drink and tobacco and fuels remained virtually unchanged.

The small rise in the export unit value index was caused by rises of about one per cent in the metals and non-manufactured goods indices and marginal increases in the indices for machinery and transport equipment and other manufactured goods. There was a small fall in the index for textiles.

Volume index numbers

Trends in the volume of trade will be discussed in the quarterly articles which analyse United Kingdom trade in more detail than in the monthly commentaries.

NOTE: This series of index numbers based on 1961=100 was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of Economic Trends. All the index numbers published with this article take account of the inclusion of trade in diamonds and precious stones in the United Kingdom import and export statistics.

(*Tables on following pages*)

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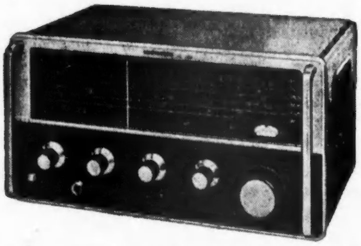

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United Kingdom import and export unit value index numbers

TABLE 1 (1961 = 100)

	IMPORTS					EXPORTS								(1) TERMS OF TRADE
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Manufactured Goods						
								Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights . . .	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1955 . . .	108	109	108	112	106	92	106	90	114	95	93	85	89	86
1956 . . .	110	109	111	119	107	95	112	93	113	94	99	88	92	87
1957 . . .	111	109	115	138	100	100	122	96	114	96	102	92	94	89
1958 . . .	103	104	100	120	96	99	108	97	109	96	103	95	94	96
1959 . . .	102	105	98	111	98	98	103	97	108	92	99	97	95	96
1960 . . .	102	104	101	104	101	100	102	99	104	96	101	99	97	97
1961 . . .	100	100	100	100	100	100	100	100	100	100	100	100	100	100
1962 . . .	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963 . . .	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964 . . .	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1965 . . .	107	113	102	90	109	108	104	109	104	109	113	110	108	102
1966 . . .	109	114	103	84	114	112	104	114	106	111	119	114	113	103
1964 1st quarter .	107	118	102	96	103	105	107	105	101	105	104	106	104	98
2nd quarter .	106	115	103	96	104	106	108	105	101	107	105	107	104	99
3rd quarter .	106	113	103	94	106	107	108	107	101	107	107	107	106	101
4th quarter .	107	113	103	94	108	107	106	107	102	108	110	108	105	100
1965 1st quarter .	107	115	102	93	108	108	106	108	103	109	111	109	106	100
2nd quarter .	107	114	102	92	108	108	104	109	104	110	112	109	108	101
3rd quarter .	106	112	102	90	109	109	103	110	105	108	114	110	109	102
4th quarter .	107	113	102	89	110	109	103	111	105	109	114	111	110	102
1966 1st quarter .	108	113	104	88	112	111	104	112	105	110	118	112	111	102
2nd quarter .	110	117	105	87	114	113	105	114	108	111	121	114	113	102
3rd quarter .	109	114	103	84	116	113	104	115	108	111	122	115	113	104
4th quarter .	109	114	102	83	116	113	102	115	106	111	119	116	115	104
1965 January .	108	116	102	94	108	107	106	108	102	109	111	108	106	100
February .	107	114	102	93	108	108	106	108	103	110	111	109	106	101
March . .	107	114	101	93	108	108	106	108	104	110	111	109	107	101
April . .	107	114	102	92	108	108	104	109	104	110	112	109	108	101
May . .	107	115	102	92	108	108	104	109	104	110	112	109	107	101
June . .	107	113	102	91	108	108	103	109	104	110	113	109	108	101
July . .	106	111	102	91	108	108	103	109	104	109	113	110	108	102
August . .	106	111	102	90	109	109	103	110	104	109	113	110	109	102
September .	107	112	103	90	109	109	102	110	105	108	114	110	110	102
October .	107	112	103	89	110	109	102	110	105	109	114	111	110	102
November .	107	113	102	89	111	109	102	110	105	108	115	111	110	102
December .	107	113	103	88	110	110	103	111	105	109	114	111	111	102
1966 January .	107	112	103	89	112	110	104	111	105	109	116	112	111	103
February .	108	113	104	89	112	111	105	112	105	110	117	112	112	102
March . .	109	115	104	88	114	112	105	113	106	111	120	113	112	102
April . .	110	116	104	88	114	112	105	113	108	110	120	113	113	102
May . .	110	118	105	87	113	112	104	114	108	111	121	114	111	102
June . .	110	117	105	85	115	113	105	114	108	112	121	114	114	103
July . .	109	113	104	84	116	113	106	115	108	111	123	115	113	104
August . .	109	113	103	84	116	113	105	115	108	111	122	115	113	104
September .	109	115	102	84	116	113	103	115	107	110	122	115	114	104
October .	108	113	102	84	114	113	103	115	106	111	120	116	114	105
November .	109	114	101	83	117	113	102	115	107	111	118	116	115	104
December .	109	115	101	83	117	113	101	115	105	112	119	117	115	104
1967 January .	109	115	101	83	116	114	102	116	105	111	120	117	116	105

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

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United Kingdom import and export volume index numbers

TABLE 2 (1961 = 100)

	IMPORTS					EXPORTS							
								Manufactured Goods					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1955	80	88	102	75	62	87	85	85	65	135	86	82	87
1956	80	90	99	71	62	91	89	91	69	129	97	89	87
1957	83	93	103	70	66	93	88	93	74	128	100	91	87
1958	84	98	92	76	67	89	88	89	71	109	93	90	84
1959	90	98	98	88	76	93	90	92	81	109	99	92	89
1960	101	100	107	96	100	97	92	97	93	109	98	97	93
1961	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	103	104	96	112	103	102	110	101	107	99	100	100	102
1963	107	102	101	120	112	108	120	106	113	101	100	107	110
1964	119	104	108	128	136	111	115	111	126	105	102	107	123
1965	120	102	107	140	137	117	121	117	131	104	109	114	128
1966	123	101	102	154	146	121	128	120	139	97	104	120	134
Unadjusted:													
1965 1st quarter	116	96	107	147	128	112	111	112	129	103	101	110	123
2nd quarter	121	101	109	141	142	119	117	120	134	105	115	118	131
3rd quarter . . .	120	104	109	133	137	113	121	112	127	104	106	108	122
4th quarter	123	109	106	146	141	124	134	122	132	104	113	120	138
1966 1st quarter . . .	128	105	105	155	154	123	130	123	134	98	102	125	139
2nd quarter	123	98	98	151	152	116	121	116	131	91	100	118	123
3rd quarter	124	101	109	155	145	115	116	115	134	94	96	114	135
4th quarter	118	102	97	161	133	131	146	129	155	105	118	125	143
1966 January . . .	131	107	109	146	156	111	111	111	123	90	95	109	130
February . . .	118	97	95	153	140	121	132	120	132	97	104	120	136
March	135	111	111	164	165	138	148	137	147	108	106	145	149
April	122	97	95	156	152	111	115	111	122	92	97	110	130
May	125	100	97	159	156	127	133	128	148	96	110	136	117
June	121	98	103	138	149	108	113	108	124	86	94	108	121
July	127	100	109	151	157	113	108	114	124	98	98	113	133
August . . .	122	101	114	155	136	116	107	117	136	97	91	117	138
September . . .	122	101	104	158	142	117	132	115	143	88	100	111	135
October . . .	118	103	100	150	134	127	133	127	148	104	115	119	159
November . . .	111	105	100	164	108	142	160	140	168	116	127	137	155
December . . .	125	97	93	169	157	124	145	119	148	94	114	119	116
1967 January . . .	144	107	111	192	181	129	133	129	159	106	114	127	140
Seasonally adjusted:													
1965 *1st quarter*	*114*	*93*	*108*	*144*	*125*	*116*	*116*	*115*	*131*	*104*	*105*	*111*	*132*
2nd quarter	*120*	*101*	*109*	*139*	*139*	*113*	*115*	*113*	*128*	*102*	*108*	*108*	*129*
3rd quarter	*122*	*108*	*108*	*131*	*142*	*118*	*126*	*117*	*131*	*106*	*112*	*115*	*122*
4th quarter	*122*	*106*	*104*	*146*	*141*	*121*	*126*	*121*	*132*	*103*	*110*	*122*	*131*
1966 1st quarter	*126*	*103*	*105*	*153*	*149*	*121*	*132*	*121*	*132*	*96*	*103*	*121*	*141*
2nd quarter	*121*	*98*	*98*	*149*	*149*	*114*	*124*	*113*	*131*	*92*	*98*	*113*	*126*
3rd quarter	*126*	*104*	*108*	*153*	*151*	*122*	*122*	*121*	*139*	*97*	*104*	*122*	*135*
4th quarter	*117*	*99*	*96*	*161*	*135*	*127*	*134*	*126*	*153*	*102*	*113*	*125*	*133*
1966 January . . .	*126*	*105*	*102*	*143*	*151*	*117*	*120*	*115*	*129*	*94*	*101*	*111*	*144*
February . . .	*127*	*103*	*106*	*165*	*149*	*127*	*141*	*127*	*138*	*101*	*112*	*126*	*146*
March	*124*	*100*	*108*	*150*	*148*	*120*	*136*	*120*	*129*	*93*	*95*	*125*	*135*
April	*123*	*97*	*99*	*155*	*153*	*120*	*132*	*119*	*133*	*99*	*103*	*116*	*145*
May	*127*	*102*	*102*	*160*	*155*	*122*	*132*	*121*	*141*	*94*	*104*	*127*	*119*
June	*114*	*94*	*94*	*133*	*140*	*100*	*109*	*99*	*118*	*83*	*88*	*96*	*115*
July	*129*	*103*	*109*	*153*	*158*	*116*	*121*	*115*	*128*	*99*	*101*	*113*	*131*
August	*129*	*110*	*112*	*157*	*151*	*126*	*116*	*127*	*146*	*101*	*103*	*130*	*140*
September . . .	*121*	*100*	*103*	*150*	*143*	*124*	*128*	*122*	*144*	*92*	*107*	*122*	*135*
October . . .	*118*	*101*	*101*	*155*	*133*	*128*	*125*	*128*	*150*	*105*	*114*	*124*	*149*
November . . .	*107*	*99*	*97*	*159*	*107*	*131*	*138*	*130*	*159*	*106*	*114*	*129*	*138*
December . . .	*126*	*98*	*91*	*168*	*164*	*121*	*139*	*119*	*150*	*94*	*111*	*121*	*113*
1967 January . . .	*134*	*104*	*103*	*183*	*165*	*136*	*144*	*134*	*164*	*114*	*122*	*127*	*156*

Shipping movement at UK ports

Foreign and coastal trade movements in October 1966

THE TOTAL net tonnage of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during October 1966 amounted to 14,068 thousand net tons; this was 3.9 per cent higher than the tonnage for the same month in 1965. Commonwealth vessels accounted for 6,517 thousand net tons.

The net tonnage of foreign vessels entering and clearing with cargo during the first 10 months of the year showed an increase of 8,393 thousand net tons over the figures for the same period of 1965.

There was an increase of 6.8 per cent in the total net tonnage of coastal trade arrivals and departures with cargo for October, and a decrease of 3.3 per cent for the first 10 months of the year compared with 1965. These figures may still be affected by the seamen's strike.

Amendments to the figures for September published in the issue dated January 20, 1967

(i) Under the heading 'Foreign and coastal trade movements in September 1966'. Replace second paragraph with the following:

> The net tonnage of foreign vessels entering and clearing with cargo during the first nine months of the year showed an increase of 7,403 thousand net tons over the figures for the same period of 1965.

(ii) Under the heading 'Table 3. Foreign trade arrivals and departures at principal ports, January-September', the third column total showing number of vessels arrived with cargo in 1966 to read 53,381.

Definitions:

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or vice versa, or from one port to another in the United Kingdom, so long as the vessel has on board cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie or mail, except those loading or unloading only Government stores, bunkers or ships' stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ships' stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each port.

Table 1. Shipping movement at United Kingdom ports, January-October

Foreign Trade		Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign
			Thousand Net Tons					Thousand Net Tons			
			Entered					Cleared			
With cargo	Month of October, 1965 . .	5,359	8,461	3,657	216	4,588	4,554	5,081	2,628	182	2,271
	Month of October, 1966 . .	5,522	9,143	3,767	169	5,207	3,877	4,925	2,426	155	2,344
	Ten months ending October, 1965	54,710	90,561	39,351	2,107	49,103	44,523	48,952	24,821	1,571	22,561
	Ten months ending October, 1966	53,863	90,780	34,152	1,908	54,720	42,838	48,699	21,833	1,528	25,338
In ballast:	Month of October, 1965 . .	1,287	1,986	934	38	1,014	2,356	5,988	2,250	106	3,632
	Month of October, 1966 . .	1,266	2,192	1,037	49	1,107	2,322	6,620	2,597	82	3,941
	Ten months ending October, 1965	16,309	22,154	10,995	530	10,629	26,540	64,320	25,567	1,149	37,604
	Ten months ending October, 1966	16,013	23,654	10,448	436	12,771	27,786	68,691	23,885	1,101	43,705

(1) Includes Irish Republic and South Africa.

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Table 2. Foreign trade entrances and clearances with cargo, January-October

	Entered				Cleared			
	October		Ten months ended October		October		Ten months ended October	
	1965	1966	1965	1966	1965	1966	1965	1966
Nationality of vessels:	Numbers of vessels							
United Kingdom	1,744	1,686	17,496	14,972	1,576	1,466	15,005	12,753
Other Commonwealth	134	136	1,360	1,371	182	139	1,695	1,540
Foreign	3,481	3,700	35,854	37,520	2,796	2,272	27,823	28,545
Total	5,359	5,522	54,710	53,863	4,554	3,877	44,523	42,838
	Thousand net tons							
Commonwealth (1):								
Registered in United Kingdom	3,657	3,767	39,351	34,152	2,628	2,426	24,821	21,833
Registered in Canada	—	2	4	10	—	—	—	14
Registered in other countries	216	167	2,104	1,898	182	155	1,571	1,514
Soviet	88	68	793	773	23	12	285	333
Finnish	59	73	620	695	25	18	257	311
Swedish	272	401	3,269	3,948	106	184	1,159	1,760
Norwegian	991	1,095	10,760	12,217	347	448	4,168	4,979
Danish	268	284	2,543	2,883	167	160	1,625	1,734
Polish	16	28	201	237	28	16	159	113
German (Federal Republic)	342	444	3,640	4,051	221	247	2,205	2,404
Dutch	540	604	6,388	6,576	455	418	4,387	4,461
Belgian	202	188	1,935	2,075	150	138	1,521	1,668
French	452	310	4,115	4,167	283	185	2,635	2,581
Spanish	40	36	505	503	25	43	450	502
Italian	94	121	1,330	1,462	10	23	62	160
Yugoslav	7	19	113	112	4	4	66	72
Greek	124	170	1,912	1,693	114	72	566	725
United States of America	231	294	1,932	2,177	179	172	1,473	1,664
Panamanian	154	175	1,383	1,486	22	28	282	293
Liberian	605	703	6,342	7,674	44	65	380	539
Other	105	195	1,324	1,992	68	111	881	1,039
Total foreign	4,588	5,207	49,103	54,720	2,271	2,344	22,561	25,338
TOTAL	8,461	9,143	90,561	90,781	5,081	4,925	48,952	48,699
Trading areas:								
Irish Republic	371	373	4,539	4,004	377	367	4,455	4,235
Northern Europe (Foreign)	2,103	2,314	21,648	22,067	1,748	1,880	17,253	17,984
Europe (Atlantic) and Western Mediterranean Countries	994	1,046	10,567	10,554	744	689	7,566	7,175
Central and Eastern Mediterranean Countries	1,057	1,251	10,238	10,932	133	148	1,321	1,438
West and South Africa	550	640	5,988	6,514	241	239	2,049	2,312
East Africa, Persian Gulf, India	852	1,238	11,435	12,348	231	163	2,351	1,945
Eastern Asia and Islands in the Pacific	185	232	1,933	2,224	212	178	1,839	1,862
Australasia	284	178	2,811	3,022	198	146	1,741	1,585
North America (Atlantic Coast)	1,145	1,225	10,697	10,647	868	834	7,283	7,445
West Indies and Central America (Atlantic Coast)	697	475	7,402	6,233	174	165	1,537	1,643
South America (Atlantic Coast)	134	130	1,632	1,514	81	81	910	677
South and Central America (Pacific Coast)	14	30	352	212	17	26	180	159
North America (Pacific Coast)	67	5	1,249	408	49	8	445	232
Other areas	6	6	67	102	7	1	20	7
Total Commonwealth Countries (1)	2,483	2,430	28,353	25,930	1,381	1,130	13,907	12,334
Total Foreign Countries	5,978	6,713	62,208	64,851	3,699	3,795	35,045	36,365
TOTAL	8,461	9,143	90,561	90,781	5,081	4,925	48,952	48,699

(1) Includes Irish Republic and South Africa.

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Table 3. Foreign trade arrivals and departures at principal ports, January-October

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1965	1966		1965	1966		1965	1966		1965	1966	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	11	15	46	42	34	82	36	20	68	41	33	92
Bristol	3,189	3,226	1,444	3,302	3,314	1,502	497	440	443	2,926	3,374	1,398
Cardiff	1,344	1,145	502	1,564	1,526	756	385	437	383	1,739	1,651	784
Dover	3,381	3,420	2,829	8,118	8,575	7,113	3,266	3,147	2,416	8,096	8,384	6,929
Falmouth (inc. Truro)	58	55	34	765	1,215	235	9	43	32	1,118	1,641	276
Folkestone	690	648	567	1,107	1,032	808	518	521	499	1,154	928	783
Grimsby (inc. Immingham)	2,254	2,731	2,604	2,480	3,081	2,859	502	1,047	898	2,333	2,870	2,946
Harwich	3,885	4,233	3,174	4,131	4,513	3,434	4,041	4,365	3,263	4,177	4,564	3,457
Holyhead	1,444	1,319	895	1,522	1,424	952	1,426	1,337	894	1,500	1,446	958
Hull	3,854	3,967	3,336	4,125	4,250	3,635	1,377	1,823	2,275	4,039	4,176	3,546
Lancaster	202	266	46	226	281	70	17	45	27	176	239	52
Liverpool	12,620	12,377	4,536	14,872	14,404	5,519	6,133	5,697	3,577	15,191	14,658	5,427
London	23,978	23,752	11,998	30,080	30,066	14,527	12,123	11,817	8,448	29,302	29,577	14,736
Manchester (inc. Runcorn)	4,761	4,856	2,245	5,039	5,085	2,529	1,561	1,449	1,635	4,398	4,592	2,602
Middlesbrough	2,614	2,498	1,150	3,530	3,226	1,549	1,731	1,560	1,135	3,902	3,557	1,686
Milford Haven	5,092	5,807	336	6,017	6,455	704	807	815	340	5,645	6,335	668
Newhaven	910	728	813	1,002	779	865	838	716	801	960	753	854
Newport (Mon.)	1,040	1,159	489	1,576	1,566	746	888	790	673	1,785	1,772	888
Plymouth	229	276	402	554	365	610	134	319	367	550	553	637
Southampton	14,268	13,512	2,422	17,389	16,760	3,102	7,233	6,436	1,904	17,255	16,941	3,059
Swansea	708	486	308	1,864	1,571	1,028	1,794	1,560	1,314	2,162	1,930	1,432
Tyne ports	2,129	2,026	1,245	3,219	2,867	1,608	1,352	1,363	919	3,740	3,411	1,572
Glasgow	4,566	4,348	1,281	5,220	4,957	1,486	2,329	2,114	841	5,298	5,106	1,458
Grangemouth	775	1,052	956	1,252	1,450	1,201	1,036	1,134	903	1,347	1,621	1,180
Greenock	655	272	82	1,962	1,946	290	401	73	32	2,199	1,880	266
Leith	718	674	940	795	768	984	289	250	542	708	685	831
Belfast	1,837	1,670	1,095	1,930	1,842	1,254	452	364	491	1,697	1,419	933
Other ports	7,771	7,721	13,735	9,472	9,724	18,034	4,341	4,156	10,728	9,294	9,297	18,065
TOTAL	104,986	104,236	59,510	133,154	133,077	77,482	55,511	53,840	45,848	132,729	133,393	77,515

Table 4. Coasting trade arrivals and departures at principal ports, January-October

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1965	1966		1965	1966		1965	1966		1965	1966	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	20	6	30	1,724	1,221	1,715	1,705	1,212	1,661	1,729	1,229	1,700
Bristol	1,283	1,227	1,053	1,802	1,794	3,806	1,008	662	2,310	2,186	1,806	3,882
Cardiff	510	509	634	1,338	1,179	2,357	257	281	1,090	1,039	1,066	2,350
Cowes	1,636	1,748	8,738	3,919	3,714	17,174	1,527	1,639	7,883	3,907	4,034	18,555
Falmouth	154	139	171	626	821	632	92	101	374	223	277	559
Hartlepool	64	56	86	513	359	459	427	283	310	525	377	416
Hull	768	901	370	1,414	1,530	1,288	661	690	766	1,457	1,450	1,303
Immingham	574	678	205	1,208	1,567	925	797	1,160	790	1,290	1,645	1,018
Lancaster	1,350	1,052	702	1,652	1,235	1,076	1,124	1,213	1,040	1,387	1,401	1,188
Liverpool	2,785	2,367	2,235	3,952	3,433	3,651	2,618	2,171	2,882	4,047	3,643	3,833
London	6,259	5,833	4,636	8,037	7,632	7,197	1,991	2,252	2,468	8,564	8,303	7,283
Manchester	779	1,071	680	1,217	1,492	1,506	719	790	841	1,317	1,525	1,482
Middlesbrough	364	398	322	1,165	1,138	1,261	282	315	630	860	822	1,082
Milford Haven	238	250	72	2,746	3,184	1,208	2,929	3,320	1,219	3,101	3,548	1,289
Newport (Mon.)	317	337	1,070	510	551	1,273	20	11	30	379	378	1,136
Portsmouth	359	336	1,688	2,700	2,737	11,424	68	72	796	2,701	2,685	11,359
Preston	935	928	1,637	1,028	1,012	1,843	880	880	1,521	1,074	1,055	1,952
Southampton	2,784	2,658	8,762	4,900	4,861	10,949	4,144	4,250	9,227	4,881	4,869	10,941
Sunderland	223	146	174	1,457	1,211	1,345	1,130	972	1,062	1,397	1,139	1,291
Swansea	112	160	370	1,360	1,493	3,001	825	985	2,207	1,018	1,132	2,578
Tyne ports	580	610	144	3,158	2,702	1,737	1,538	1,265	1,210	2,692	2,264	1,763
Glasgow	1,037	1,059	856	1,760	1,664	1,355	776	678	792	1,627	1,528	1,389
Belfast	5,079	5,090	6,511	5,448	5,353	6,946	4,255	4,167	4,744	5,553	5,411	7,122
Other ports	11,478	10,814	23,900	16,233	15,294	37,003	8,455	7,579	14,282	16,071	14,909	36,171
TOTAL	39,682	38,374	65,046	69,867	67,178	121,131	38,228	36,949	60,135	69,026	66,497	121,642

Table 5. Shipping movements at United Kingdom ports, January-October

Coasting Trade – Great Britain		Arrived				Departed			
		No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons
With cargo:	Month of October 1965	5,492	3,308	2,706	601	5,166	3,233	2,611	621
	Month of October 1966	5,687	3,483	2,854	629	5,421	3,504	2,869	636
	Ten months ending October 1965	60,783	33,937	28,112	5,825	57,749	33,685	27,503	6,181
	Ten months ending October 1966	56,913	32,648	24,764	7,884	54,469	32,489	24,263	8,227
In ballast:	Month of October 1965	4,868	2,748	2,251	496	5,113	2,655	2,244	411
	Month ending October 1966	5,096	2,905	2,321	584	5,173	2,807	2,249	558
	Ten months ending October 1965	58,998	29,762	24,381	5,380	60,969	29,045	24,429	4,616
	Ten months ending October 1966	55,463	28,495	21,881	6,614	58,145	27,928	22,061	5,866
Coasting Trade – United Kingdom									
With cargo:	Month of October 1965	6,325	3,859	3,223	636	5,726	3,680	3,020	659
	Month of October 1966	6,575	4,078	3,374	704	6,041	3,972	3,274	699
	Ten months ending October 1965	69,148	39,682	33,418	6,265	63,517	38,228	31,694	6,534
	Ten months ending October 1966	65,046	38,374	29,513	8,861	60,135	36,949	27,963	8,986
In ballast:	Month of October 1965	4,935	2,808	2,299	508	5,500	2,823	2,382	441
	Month of October 1966	5,160	2,943	2,354	589	5,514	3,006	2,387	619
	Ten months ending October 1965	59,728	30,184	24,715	5,469	64,533	30,798	25,856	4,942
	Ten months ending October 1966	56,085	28,804	22,083	6,721	61,507	29,548	23,330	6,218

(a) Commonwealth and Irish Republic.

United Kingdom trade by air

THE VALUE OF United Kingdom trade carried by air in the first half of 1966 continued to grow at a faster rate than total trade. Imports rose by £58 million (26 per cent), United Kingdom exports by £42 million (22 per cent) and re-exports by £5½ million (20 per cent) compared with the second half of 1965. Although trade by air in June 1966 reached a record level, individual monthly figures are very erratic and it is not possible to judge to what extent this was due to the effects of the seamen's strike.

The divisions in which the greatest proportion of goods were carried by air were, for exports, clothing (43 per cent), professional and scientific instruments (39 per cent) and leather manufactures (29 per cent) and for imports, electrical machinery and parts (54 per cent), professional and scientific instruments (52 per cent) and pharmaceuticals (44 per cent).

Of the total United Kingdom's trade by air in the first half of 1966, Western Europe accounted for over 40 per cent of imports, nearly 50 per cent of United Kingdom exports and 60 per cent of re-exports, and North America provided over 30 per cent of the imports, and took over 25 per cent of both re-exports and United Kingdom exports. The individual countries with the largest share of this trade are the United States of America, France and Western Germany.

Statistical Note:

From January 1, 1965, figures for precious stones and pearls have been included in the trade accounts; the figures for earlier years have been adjusted in these tables for purposes of comparison. Complete aircraft flown out under their own power are included in the totals of all United Kingdom trade, but are excluded from the figures of trade by air.

Table 1. Value of trade compared with total trade figures

Year	Imports			UK Exports			Re-exports		
	Total £m. c.i.f.	By air		Total £m. f.o.b.	By air		Total £m. f.o.b.	By air	
		£m. c.i.f.	Per cent of Total Imports		£m. f.o.b.	Per cent of Total UK Exports		£m. f.o.b.	Per cent of Total Re-exports
1961	4,546·4	253·3	5·6	3,796·0	242·6	6·4	158·6	30·1	19·0
1962	4,627·7	270·7	5·8	3,904·6	257·7	6·6	157·6	41·1	26·1
1963	4,983·4	305·8	6·1	4,211·1	289·2	6·9	153·8	45·6	29·6
1964	5,696·1	376·3	6·6	4,411·6	292·2	6·6	153·5	46·4	30·2
1965	5,763·5	437·5	7·6	4,723·8	370·4	7·8	172·7	54·7	31·7
1964 January-June	2,875·7	184·5	6·4	2,246·8	135·1	6·0	77·7	23·5	30·3
July-December	2,820·4	191·8	6·8	2,164·9	157·1	7·3	75·7	22·8	30·1
1965 January-June	2,855·7	213·5	7·5	2,327·1	177·5	7·6	83·0	26·5	32·0
July-December	2,907·8	224·0	7·7	2,396·7	192·9	8·0	89·7	28·2	31·4
1966 January-June	3,038·9	282·0	9·3	2,465·0	235·0	9·5	99·7	33·8	33·9

Table 2. Commodity composition of United Kingdom exports

	Selected Divisions	July-December 1965			January-June 1966		
		Total £m. f.o.b.	By air		Total £m. f.o.b.	By air	
			£m. f.o.b.	Per cent of Total UK Exports		£m. f.o.b.	Per cent of Total UK Exports
00	*Live animals (excluding zoo animals, dogs and cats)	17·7	2·8	16	13·6	2·3	17
51	Chemical elements and compounds	51·2	1·9	4	53·8	2·5	5
54	Medicinal and pharmaceutical products and goods	33·7	8·2	24	35·4	9·7	27
55	Essential oils and perfume materials; toilet, polishing and cleansing preparations	20·0	0·4	2	18·8	0·5	3
61	Leather, leather manufactures, not elsewhere specified, and dressed fur skins	15·4	4·0	26	16·8	4·9	29
62	Rubber manufactures, not elsewhere specified	23·1	0·7	3	23·6	0·8	3
65	Textile yarn, fabrics, made-up articles and related products	135·9	7·9	6	127·4	9·4	7
66	Non-metallic mineral manufactures, not elsewhere specified	120·3	2·4	2	138·3	4·3	3
68	Non-ferrous metals	86·7	12·8	15	88·6	14·8	17
69	Manufactures of metal, not elsewhere specified	77·7	3·2	4	75·6	3·5	5
71	Machinery, other than electric	473·3	42·8	9	513·0	62·3	12
72	Electric machinery, apparatus and appliances	161·8	20·8	13	166·3	25·4	15
Ex 73	Transport equipment	335·0	19·8	6	365·8	25·2	7
84	Clothing, knitted or crocheted, articles including elastic or rubberized fabric and articles of fur	29·0	11·3	39	22·3	9·6	43
85	Footwear, gaiters and the like	8·6	0·7	8	6·7	0·7	11
86	Professional, scientific and controlling instruments; photographic and optical goods, watches and clocks	51·1	18·1	36	56·4	22·0	39
89	Miscellaneous manufactured articles, not elsewhere specified	85·3	17·6	21	78·5	18·0	23
	All other goods	670·9	17·4	3	664·2	19·3	3
	Total	2,396·7	192·9	8	2,465·0	235·0	10

* Figures shown under this heading includes horses, exported temporarily for racing, breeding or other purposes.

(*Tables continued on next page*)

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UNITED KINGDOM TRADE BY AIR, *continued*

Table 3. Commodity composition of imports

	Selected divisions	July-December 1965			January-June 1966		
		Total £m. c.i.f.	By air		Total £m. c.i.f.	By air	
			£m. c.i.f.	Per cent of Total Imports		£m. c.i.f.	Per cent of Total Imports
00	*Live animals (excluding zoo animals, dogs and cats)	25·7	3·1	12	20·8	2·4	12
21	Hides, skins and fur skins, undressed	26·5	7·6	29	37·3	12·9	34
28	Metalliferous ores and metal scrap	104·9	5·2	5	93·6	6·1	6
51	Chemical elements and compounds	65·3	9·2	14	63·0	8·4	13
54	Medicinal and pharmaceutical products	6·4	3·1	49	7·0	3·1	44
55	Essential oils and perfume materials; toilet, polishing and cleansing preparations	7·3	1·8	24	8·5	1·9	22
61	Leather, leather manufactures, not elsewhere specified, and dressed fur skins	13·5	2·1	15	15·2	2·5	17
65	Textile yarn, fabrics, made-up articles and related products	77·0	9·7	13	87·3	11·1	13
66	Non-metallic mineral manufactures, not elsewhere specified	105·8	32·6	31	114·7	41·7	36
68	Non-ferrous metals	183·5	4·5	2	212·8	6·6	3
69	Manufactures of metals, not elsewhere specified	22·3	3·4	15	24·8	4·5	18
71	Machinery, other than electric	189·4	44·9	24	222·7	62·4	28
72	Electrical machinery, apparatus and appliances	65·1	31·7	49	76·2	40·9	54
Ex 73	Transport equipment	56·1	7·3	13	56·3	9·6	17
84	Clothing, knitted or crocheted articles including elastic or rubberized fabric and articles of fur	28·5	8·3	29	33·3	10·2	30
85	Footwear, gaiters and the like	7·5	1·4	19	12·9	1·9	15
86	Professional, scientific and controlling instruments; photographic and optical goods, watches and clocks.	36·6	18·5	51	40·4	21·0	52
89	Miscellaneous manufactured articles, not elsewhere specified	58·7	21·5	37	62·4	23·9	38
	All other goods	1,827·6	7·8	0	1,849·8	11·0	1
	Total	2,907·8	224·0	8	3,038·9	282·0	9

* Figures shown under this heading include horses, imported temporarily for racing, breeding or other purposes.

Table 4. Commodity composition of re-exports

	Selected Divisions	July-December 1965			January-June 1966		
		Total £m. f.o.b.	By air		Total £m. f.o.b.	By air	
			£m. f.o.b.	Per cent of Total Re-exports		£m. f.o.b.	Per cent of Total Re-exports
21	Hides, skins and fur skins, undressed	14·0	8·1	58	20·9	13·3	63
61	Leather, leather manufactures, not elsewhere specified, and dressed fur skins	1·7	0·9	51	2·0	1·0	51
68	Non-ferrous metals	11·9	0·5	4	11·8	0·7	6
71	Machinery, other than electric	13·5	7·6	56	13·0	7·1	55
72	Electrical machinery, apparatus and appliances	5·2	3·9	74	5·4	3·9	72
Ex 73	Transport equipment	2·9	1·5	54	3·0	1·8	62
86	Professional, scientific and controlling instruments; photographic and optical goods, watches and clocks.	2·2	1·5	68	2·2	1·4	64
89	Miscellaneous manufactured articles, not elsewhere specified	4·4	2·9	65	4·2	2·6	62
	All other goods	33·9	1·3	4	37·3	2·0	5
	Total	89·7	28·2	31	99·7	33·8	34

Table 5. Imports from and United Kingdom exports and re-exports to selected countries

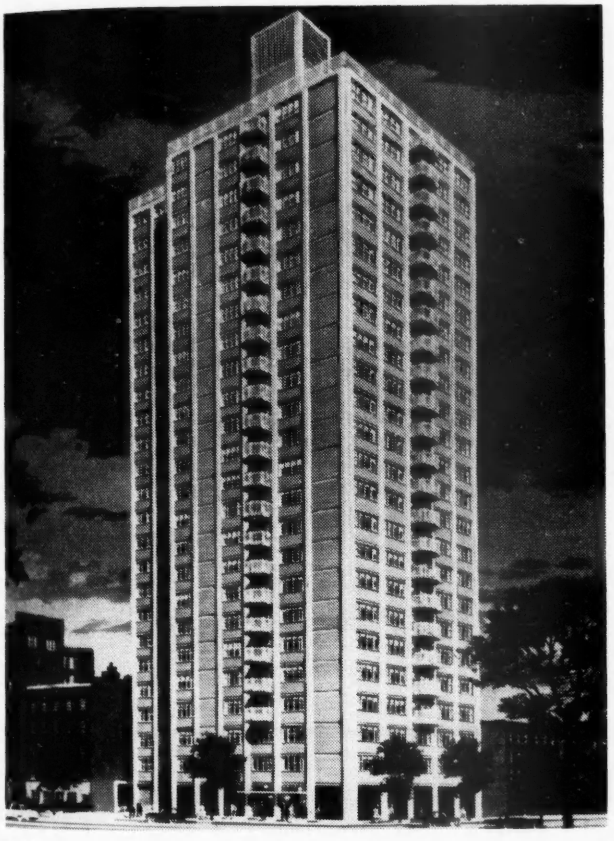
	IMPORTS						UK EXPORTS						RE-EXPORTS					
	July-December 1965			January-June 1966			July-December 1965			January-June 1966			July-December 1965			January-June 1966		
	Total £m. c.i.f.	By air		Total £m. c.i.f.	By air		Total £m. f.o.b.	By air		Total £m. f.o.b.	By air		Total £m. f.o.b.	By air		Total £m. f.o.b.	By air	
		£m. c.i.f.	Per cent of Total Imports		£m. c.i.f.	Per cent of Total Imports		£m. f.o.b.	Per cent of Total UK Exports		£m. f.o.b.	Per cent of Total UK Exports		£m. f.o.b.	Per cent of Total Re-exports		£m. f.o.b.	Per cent of Total Re-exports
West Germany	137·5	18·9	13·8	157·7	25·1	15·9	130·8	21·2	16.2	130·1	25·3	19·4	16·3	7·2	44·0	19·7	7·8	39·8
Netherlands	138·4	8·1	5·8	152·4	9·8	6·5	95·9	11·0	11.5	101·9	12·9	12·7	5·6	0·8	14·9	3·8	0·7	19·6
Belgium	59·9	5·3	8·8	68·0	6·2	9·2	83·2	5·7	6.9	92·5	5·9	6·3	2·2	0·7	32·6	2·9	0·8	27·0
France	101·3	21·6	21·3	111·3	27·9	35·1	85·1	20·8	24.3	101·8	28·3	27·9	8·1	3·4	41·7	8·6	3·8	44·2
Italy	71·8	8·5	11·9	84·3	11·5	13·6	53·3	8·3	15·6	60·7	9·9	16·3	8·6	2·9	33·7	10·4	4·2	40·9
Sweden	107·1	3·3	3·1	109·4	5·0	4·6	107·1	5·8	5·4	125·0	6·7	5·3	3·1	0·4	11·7	3·6	0·3	9·5
Denmark	99·7	2·3	2·3	103·4	3·4	3·3	58·5	2·4	4·1	68·1	2·9	4·2	1·1	0·1	12·6	1·2	0·2	17·4
Switzerland	45·3	15·9	35·2	52·5	21·4	40·8	44·5	6·5	14·5	52·6	7·1	13·5	3·0	1·2	40·3	3·2	1·4	42·8
Portugal	20·2	5·3	26·2	22·6	7·7	34·2	19·2	0·8	4·3	22·9	1·0	4·4	0·2	0·0	7·7	0·3	0·1	18·5
Austria	12·7	1·8	14·2	14·2	2·3	16·2	18·0	1·3	7·0	19·8	1·5	7·7	0·6	0·3	46·5	0·9	0·3	38·5
Spain	33·1	1·0	3·1	27·1	1·0	3·8	42·0	2·5	6·1	51·1	2·9	5·8	1·0	0·3	26·3	1·3	0·4	30·9
Irish Republic	92·0	6·9	7·5	84·8	7·9	9·3	85·5	7·2	8·4	86·2	9·7	11·3	5·4	1·2	21·6	4·9	0·7	15·0
United States of America	348·4	66·2	19·0	374·2	80·0	21·4	272·3	41·2	15·1	292·0	48·0	16·4	10·6	5·0	47·4	13·3	7·2	53·9
Canada	233·9	4·6	2·0	201·9	9·1	4·5	108·9	12·7	11·7	107·4	14·5	13·5	3·6	1·5	40·0	4·4	2·1	47·6
India	68·1	1·1	1·7	58·7	1·3	2·2	51·7	1·7	3·2	50·7	2·6	5·2	1·3	0·3	20·5	0·6	0·1	24·4
Australia	109·0	1·3	1·2	107·7	1·6	1·5	142·5	4·3	3·0	119·2	4·3	3·6	1·3	0·2	17·0	1·3	0·4	29·0
Republic of South Africa	90·8	6·0	6·6	103·0	7·8	7·6	133·1	3·4	2·5	108·3	3·1	2·9	1·7	0·1	8·5	2·1	0·2	10·4
Japan	44·1	2·5	5·7	39·1	3·0	7·7	25·6	4·6	17·9	28·7	5·5	19·3	1·2	0·1	12·1	2·0	0·2	12·2
Total of above countries	1,813·2	180·7	10·0	1,872·3	232·1	12·4	1,557·6	161·4	10·4	1,619·1	192·3	11·9	74·9	25·7	34·3	84·3	31·0	36·8
All other countries	1,094·6	43·3	4·0	1,166·5	49·9	4·3	839·1	31·5	3·8	845·9	42·7	5·0	14·8	2·5	16·6	15·4	2·7	17·8
Grand Total	2,907·8	224·0	7·7	3,038·9	282·0	9·3	2,396·7	192·9	8·0	2,465·0	235·0	9·5	89·7	28·2	31·4	99·7	33·8	33·9

(*Continued on next page*)

Table 6. Imports from and United Kingdom exports and re-exports to various areas by air

	Imports		UK exports		Re-exports	
	July-Dec. 1965 £m. c.i.f.	Jan.-June 1966 £m. c.i.f.	July-Dec. 1965 £m. f.o.b.	Jan.-June 1966 £m. f.o.b.	July-Dec. 1965 £m. f.o.b.	Jan.-June 1966 £m. f.o.b.
Sterling Area*	39·6	48·9	29·2	38·3	2·3	2·1
North America	70·7	89·1	54·0	62·7	6·5	9·2
Latin America	2·4	2·8	3·6	4·4	0·3	0·2
Western Europe	94·4	124·2	91·5	112·0	17·7	20·5
Middle East (except Sterling Middle East Countries)	2·4	3·5	5·8	6·6	0·9	1·1
Soviet Union and Eastern Europe	3·7	4·7	1·8	3·0	0·1	0·2
Rest of World†	10·7	8·7	6·8	8·1	0·3	0·5
Total	224·0	282·0	192·9	235·0	28·2	33·8

* Excludes Rhodesia.
† Includes Rhodesia.



Artist's impression of a 24-storey building (reinforced concrete frame and masonry walls) to be erected under a £1 million contract awarded to Blitman Construction Corporation of New York (a member of the Taylor Woodrow Group of London) and to contain 652 residential rooms and also institutional facilities, together with underground parking, for the staff of the Beth Israel Hospital, New York. The architects are Schuman & Lichtenstein, New York; the mechanical engineers, Mayer Associates; and structural engineers, Blitman & Tischler, New York.

INDEX INQUIRIES

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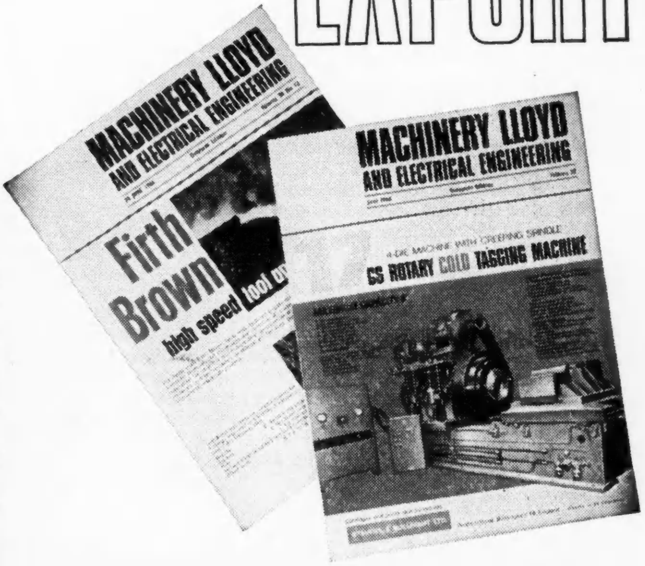
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WORLD WIDE SERVICE AND SALES FOR THE ENGINEERING INDUSTRY

Operating and traffic statistics of the United Kingdom airways corporations and private companies

DURING SEPTEMBER 1966, capacity ton miles offered by United Kingdom airlines on their scheduled services increased by 13.5 per cent and total traffic carried rose in terms of load short ton miles by 12.7 per cent compared with September 1965; 1,330,022 passengers were carried, or 5.7 per cent more than in September 1965, and these passengers travelled 911.6 million passenger miles, or 10.1 per cent more. Freight ton miles increased by 24.3 per cent and mail ton miles by 12.7 per cent. The overall load factor fell from 58.2 per cent to 57.8 per cent.

During the five-week period ended October 1, 1966, capacity operated on BOAC's scheduled services went up by 16.4 per cent compared with the corresponding period in 1965, capacity on Western routes increased by 17.8 per cent and on Eastern routes by 14.7 per cent. Total traffic carried rose by 17.4 per cent on Western services and by 15.8 per cent, on Eastern services. The total of 167,324 passengers carried by BOAC was 10.5 per cent more than during September 1965, and these passengers flew 596.5 million passenger miles or 11.7 per cent more. The overall load factor rose from 54.6 per cent to 54.8 per cent.

BEA offered a total of 8.1 per cent more capacity on scheduled services in September 1966 than in September 1965; capacity on international services increasing by 8.7 per cent and on domestic services by 6.6 per cent. Total traffic carried rose by 6.1 per cent, 454,455 passenger, or 6.3 per cent more, travelled on international routes and 299,485, or 6.3 per cent less, travelled on domestic routes. These passengers flew 222.5 million passenger miles, or 10.6 per cent more, on international services and 75.0 million passenger miles, or 5.4 per cent less, on domestic services. The overall load factor fell from 64.9 to 63.7 per cent.

The private companies provided 10.3 per cent more capacity ton miles on scheduled services in September 1966, than in September 1965; international capacity showing an increase of 0.4 per cent and domestic capacity showing an increase of 34.7 per cent. Passengers carried totalled 433,288 or 13.7 per cent more, and these passengers flew 102.7 million passenger miles or 15.4 per cent more. There was an increase of 3.7 per cent in the number of passengers carried on international routes and an increase of 21.3 per cent on domestic routes. International freight traffic fell by 19.0 per cent while domestic freight rose by 48.0 per cent. The overall load factor fell from 61.9 per cent in September 1965 to 61.8 per cent in September 1966.

The principal statistics of revenue traffic on United Kingdom scheduled air services for September 1966 are summarized in the adjoining tables.

	BOAC		BEA		PRIVATE COMPANIES	
	September 1966 (1)	% change on September 1965	September 1966	% change on September 1965	September 1966	% change on September 1965
Scheduled Services:						
Aircraft miles flown	6,826,000	+ 7·5	5,026,000	+ 8·1	3,178,000	+ 8·3
Passengers carried	167,324	+10·5	753,940	+ 0·9	433,288	+13·7
Passenger miles	596,458,000	+11·7	297,505,000	+ 6·1	102,667,000	+15·4
Available seat miles	872,792,000	+ 8·2	426,792,000	+ 8·2	172,269,000	+17·7
Passenger load factor %	68·3	66·2 (2)	69·7	71·1 (2)	59·6	60·8 (2
Freight carried (short tons)	4,586	+39·0	9,827	+12·9	21,631	+ 3·9
Mail carried (short tons)	622	+ 6·3	1,331	+ 6·7	74	+19·4
Load short ton miles	79,268,000	+16·7	31,744,000	+ 6·1	12,954,000	+10·0
Capacity short ton miles	144,746,000	+16·4	49,858,000	+ 8·1	20,970,000	+10·3
Overall load factor %	54·8	54·6 (2)	63·7	64·9 (2)	61·8	61·9 (2
Non-scheduled Services:						
Aircraft miles flown	383,000	—32·2	424,000	+58·8	5,822,000	+23·2
Capacity short ton miles	7,905,000	— 7·1	4,415,000	+55·5	57,929,000	+31·7

(1) August 28-October 1, 1966. (2) September 1965 actual load factors.

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HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757. Ext. 245) (Telex 25977).

Retail sales in January

THE VOLUME of retail sales in the three months ended January was, after seasonal adjustment, slightly higher than in the immediately preceding period of three months, August to October, 1966, suggesting some modest recovery from the depressed levels immediately following the measures announced in July. The main factor in this recovery was a small upward movement in the sales of non-food shops for which, during most of 1966 and especially in the latter months, the underlying trend had been downwards. To some extent, however the apparent recovery in sales of non-food shops owes itself to the higher figure for the month of January itself–there was a two points rise in the seasonally adjusted index of the volume of sales of these shops – and, since the series can move irregularly, caution is needed in interpretation.

Sales of food shops, by volume and seasonally adjusted, also showed a small rise in the comparison of the three months ended January with the three months ended October 1966. The index for January itself at 105 was, however, two points lower than in December and below the average for 1966; it seems likely that this particular figure is irregularly low, perhaps in compensation for the very high December figure.

The value of sales, after seasonal adjustment, showed much the same picture: growth in total retail sales largely caused by the revival in the turnover of non-food shops. For January itself, the seasonally adjusted index was 127, one point higher than the fourth quarter of 1966, and 2 per cent higher than in January 1966.

Clothing and footwear

The value of sales in clothing and footwear shops in the three months ended January 1967 was, seasonally adjusted, nearly three per cent higher than in the previous three months ended October 1966 indicating a reversal of the slight downward trend that had been present in the autumn of last year. The turnover of these shops in January was about 2 per cent higher than a year earlier but prices are estimated to have increased by about 3 per cent in the period. In this particular month the sales of footwear shops showed a rather larger increase compared with January 1966 than did sales of clothing shops – but too much cannot be made of a single month's comparison.

Durable goods shops

For the three months ended January, the seasonally adjusted index of the value of sales of durable goods shops was slightly higher than in the previous three months. This represents some improvement on previous experience for the comparisons of recent previous periods on the same basis had, up to the period ended December 1966, indicated a falling trend in sales. Much of the turnround is due to the high index number for January itself which, in a series subject to month-to-month irregularities, indicates the need for caution in arriving at the conclusion that the falling trend had levelled off.

The value of sales of this group of shops in January was 2 per cent lower than in January 1966. The decrease for furniture shops was 6 per cent, much in line with the fall in the end months of last year. The other durable goods shops showed, however, a rise of 2

(Continued on page 657)

Table 1. Retail sales seasonally adjusted (a)

Index numbers of value of sales per week.
(i) At current prices. 1961 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (b)
1965 4th quarter	123	122	124	118	122	127
1966 1st quarter	124	122	127	120	122	131
2nd quarter	126	124	126	119	123	131
3rd quarter	125	125	126	120	120	131
4th quarter	126	126	125	120	118	131
1966 January	124	122	126	121	126	129
February	124	122	125	118	121	130
March	125	122	128	122	121	134
April	125	124	126	117	124	131
May	127	125	127	119	123	133
June	125	123	126	120	121	130
July	126	124	128	121	126	132
August	126	125	128	123	118	134
September	124	125	123	117	116	128
October	125	125	124	116	119	132
November	126	126	126	123	117	131
December	126	128	125	120	117	131
1967 January	127	125	128	123	123	133

(ii) At average 1961 prices.

	All kinds of business	Food shops	Non-food shops
1965 4th quarter	109	105	112
1966 1st quarter	110	105	114
2nd quarter	110	106	113
3rd quarter	109	106	111
4th quarter	109	106	110
1966 January	110	105	114
February	109	105	112
March	110	106	115
April	110	107	113
May	111	107	114
June	109	105	113
July	110	106	113
August	109	106	113
September	107	106	109
October	108	106	109
November	109	106	111
December	109	107	110
1967 January	109	105	112

(a) All the series in this table are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(b) Including department stores and mail order businesses.

Table 2. Analysis by form of organization

January — Index numbers of values of sales per week, and percentage changes on a year earlier (a). 1961 = 100

	Total all retailers		Independent retailers		Multiple retailers		Co-operative societies	
		%		%		%		%
ALL KINDS OF BUSINESS	117	+2	115	+1	127	+ 5	100	—3
FOOD SHOPS (h)	122	+3	118	+2	149	+ 7	101	—2
Grocers	124	+3(f)	117	+1	160	+ 9	97	—3(f)
Butchers	121	+1	..		..		..	
Greengrocers, fruiterers	101	+5	102	+5	98	+ 4	82	Nil
Fishmongers, poulterers	117	Nil	..		..		..	
Bread and flour confectioners	124	+2(g)	122	+3	128	Nil	..	
Off-licences	130	+5	126	+7	134	+ 4	..	
Dairymen	135	+3	..		..		123	+ 1
NON-FOOD SHOPS	113	+2	..		..		..	
Clothing and footwear shops	107	+2	109	—1	108	+ 6	91	—2
Footwear shops	97	+6	106	+3	96	+ 8	79	+2
Men's and boys' wear shops	119	+2	110	—4	132	+ 7	85	—5
Women's, girls' and infants' wear, drapery and general clothing shops	106	+2	110	Nil	103	+ 5	96	—1
Large (c)	—		127	+6	—		—	
Medium (c)	—		122	Nil	—		—	
Small (c)	—		100	—3	—		—	
Durable goods shops	122	—2	112	—3	142	+ 1	105	—7
Furniture shops	114	—6	115	—2	109	—17	—	
Large (c)	—		119	—3	—		—	
Medium and small (c)	—		114	—2	—		—	
Other durable goods shops	131	+2	109	—5	155	+ 8	—	
Radio and electrical goods, etc., shops (e)	124	Nil	109	—5	155	+ 7	—	
of which Rental specialists	..		..		194	+ 9	—	
Electricity showrooms	126	+8	—		126	+ 8	—	
Gas showrooms	185	+10	—		185	+10	—	
Miscellaneous non-food shops (b)	110	+1	..		..		..	
Confectioners, tobacconists, newsagents	120	+2	117	+1	140	+ 6	—	
Booksellers, stationers	..		139	+5	..		—	
Chemists, photographic goods dealers (d)	110	+1	108	Nil	114	+ 3	102	—2
Jewellers	94	+1	95	+1	92	+ 1	—	
Leather goods, sports goods, toys and fancy goods shops	94	+3	..		..		—	
Ironmongers and hardware shops	108	—1	110	—1	89	+ 4	—	
Other miscellaneous non-food shops	—		103	Nil	—		—	
Department stores	121	+1	—		—		—	
Mail order businesses	134	+17	—		—		—	

Table 3. Index numbers of sales per week, and percentage changes on a year earlier (a)

(i) Analysis by broad groups: value and volume

1961 = 100

	All kinds of business (£9,140)				Food shops (*h*) (£4,154)				Non-food shops														
									Total (£4,986)				Clothing and foot-wear shops (£1,384)		Durable goods shops (£956)		Miscellaneous non-food shops (*b*) (£1,962)		Department stores (£457)		Mail order businesses (£227)	
(Sales in 1961 £ million)	Value		Volume*		Value		Volume*		Value		Volume*											
1964 Year	113	+5	106	+2	112	+5	103	+1	114	+6	108	+4	110	+4	116	+7	114	+6	113	+5	142	+17
1965 Year	120	+6	108	+2	119	+6	104	+1	122	+6	111	+3	117	+6	121	+4	122	+7	118	+4	165	+16
1966 Year	125	+4	109	+1	124	+5	106	+2	126	+3	112	+1	120	+2	120	—1	128	+5	120	+2	184	+11
1965 1st quarter	109	+7	99	+2	114	+6	102	+1	105	+7	97	+4	95	+6	114	+7	105	+7	100	+5	140	+21
2nd quarter	116	+6	104	+2	117	+5	102	+1	116	+6	105	+2	115	+6	112	+4	115	+7	108	+3	154	+11
3rd quarter	117	+6	105	+2	117	+5	102	+1	118	+6	107	+3	112	+7	118	+3	120	+6	113	+5	148	+20
4th quarter	139	+6	124	+2	127	+6	110	+2	148	+5	134	+2	146	+4	140	+3	145	+6	151	+3	219	+13
1966 1st quarter	115	+5	102	+2	120	+5	104	+2	111	+5	100	+3	99	+4	116	+1	113	+7	105	+5	162	+16
2nd quarter	122	+5	106	+2	123	+6	105	+2	121	+4	108	+2	118	+3	114	+2	122	+6	111	+3	176	+14
3rd quarter	122	+3	106	+1	122	+4	103	+2	121	+3	107	Nil	114	+1	117	—1	126	+5	114	+1	160	+ 8
4th quarter	142	+3	123	Nil	132	+4	112	+1	150	+2	132	—2	148	+2	135	—4	150	+3	150	Nil	237	+ 8
1966 November	132	+2	115	—1	126	+4	107	+1	137	Nil	121	—3	130	—1	131	—4	132	+2	137	—2	257	+ 6
December	163	+3	141	Nil	145	+4	122	+2	178	+2	157	—1	184	+2	143	—4	184	+3	183	Nil	233	+10
1967 January	117	+2	101	—1	122	+3	103	Nil	113	+2	100	—1	107	+2	122	—2	110	+1	121	+1	134	+17

(ii) Analysis by kinds of business: value only

	Food shops														Clothing and footwear shops					
(Sales in 1961 £ million)	Grocers (*f*) (£2,397)		Butchers (£637)		Greengrocers, fruiterers (£323)		Fishmongers, poulterers (£81)		Bread and flour con-fectioners(*g*) (£196)		Off-licences (£139)		Dairymen (£367)		Footwear shops (£229)		Men's and boys' wear shops (£281)		Women's wear shops (£874)	
1964 Year	112	+4	109	+6	103	+3	115	+7	119	+6	123	+ 8	118	+7	109	+3	111	+4	111	+4
1965 Year	119	+6	113	+4	107	+4	120	+4	126	+6	135	+10	127	+7	114	+5	117	+5	118	+6
1966 Year	125	+5	116	+3	113	+6	120	+1	132	+4	146	+8	132	+5	117	+2	120	+3	120	+2
1965 1st quarter	114	+6	114	+6	100	+5	116	+5	121	+5	109	+ 9	123	+8	87	+6	100	+5	95	+6
2nd quarter	117	+6	109	+5	119	+4	121	+6	126	+7	110	+10	124	+4	120	+4	114	+5	114	+6
3rd quarter	117	+5	109	+4	109	+4	117	+2	127	+6	116	+ 8	127	+7	112	+4	112	+7	112	+7
4th quarter	127	+7	121	+1	99	+3	125	+2	132	+6	207	+11	133	+8	137	+3	142	+4	149	+4
1966 1st quarter	121	+6	117	+2	104	+5	118	+1	127	+5	119	+ 9	131	+7	92	+5	105	+ 5	99	+4
2nd quarter	124	+6	112	+3	127	+7	123	+2	131	+4	122	+11	132	+6	123	+2	119	+ 4	116	+2
3rd quarter	123	+5	112	+3	115	+5	117	Nil	131	+3	127	+10	131	+3	113	Nil	114	+ 2	114	+1
4th quarter	133	+4	124	+3	106	+6	124	—1	137	+4	218	+ 5	136	+2	139	+2	143	Nil	152	+2
1966 November	129	+4	119	+2	100	+7	121	+1	134	+4	151	+ 7	136	+2	123	—4	129	—1	133	Nil
December	143	+5	133	+3	116	+6	128	—1	143	+5	337	+ 4	137	+2	165	+2	178	+1	191	+3
1967 January	124	+3	121	+1	101	+5	117	Nil	124	+2	130	+ 5	135	+3	97	+6	119	+2	106	+2

	Durable goods shops										Miscellaneous non-food shops													
			Other durable goods shops																					
(Sales in 1961 £ million)	Furniture shops (£399)		Total (£476)		Radio and electrical goods, etc., shops (*e*) (£372)		Electricity showrooms (£55)		Gas showrooms (£49)		Con-fectioners, tobacconists, newsagents (£794)		Booksellers, stationers‡ (£60)		Chemists, photo-graphic goods dealers (*d*) (£259)		Jewellers (£80)		Leather goods, sports goods, toys and fancy goods shops (£83)		Ironmongers and hardware shops (£235)		Other miscellaneous non-food shops (*i*) (£66)	
1964 Year	111	+8	121	+6	114	+3	128	+ 8	165	+21	113	+5	121	+ 9	114	+6	118	+12	112	+ 8	109	+2	113	
1965 Year	117	+5	125	+3	116	+2	124	— 3	195	+18	122	+8	133	+10	120	+5	126	+ 7	123	+ 9	114	+4	118	+5
1966 Year	116	—2	125	Nil	118	+2	119	— 4	187	— 4	130	+6	144	+ 9	127	+6	130	+ 3	130	+ 6	119	+4	121	+3
1965 1st quarter	107	+7	122	+7	112	+1	126	+15	191	+29	112	+7	121	+11	102	+6	97	+10	83	+ 9	105	+4	116	+7
2nd quarter	113	+7	113	+2	104	—1	118	— 2	174	+21	117	+9	110	+ 9	114	+5	103	+ 7	103	+ 9	113	+4	123	+5
3rd quarter	115	+4	120	+3	110	+2	117	—12	202	+19	124	+8	121	+ 8	122	+3	120	+ 5	125	+ 7	112	+4	108	+4
4th quarter	135	+4	144	+2	136	+3	137	— 9	212	+ 6	136	+8	180	+11	143	+5	184	+ 6	179	+10	127	+4	126	+2
1966 1st quarter	109	+2	122	Nil	117	+4	109	—14	177	— 7	122	+9	135	+11	109	+7	102	+ 5	91	+ 9	111	+6	116	Nil
2nd quarter	114	+1	115	+3	108	+4	113	—4	173	— 1	125	+7	121	+ 9	121	+6	109	+ 6	109	+ 6	117	+4	127	+3
3rd quarter	114	—1	121	Nil	112	+2	117	Nil	190	— 6	131	+6	132	+ 9	129	+6	125	+ 4	133	+ 6	117	+5	113	+5
4th quarter	126	—7	143	—1	135	—1	137	Nil	207	— 3	142	+4	191	+ 6	149	+4	185	Nil	186	+ 4	131	+3	130	+4
1966 November	123	—8	137	Nil	124	Nil	137	Nil	236	— 3	132	+4	174	+ 8	124	+2	123	— 1	130	+ 4	122	Nil	117	+5
December	132	—6	153	—1	154	—1	135	+ 1	166	— 4	161	+4	238	+ 5	192	+5	286	+ 1	288	+ 4	146	+3	149	+4
1967 January	114	—6	131	+2	124	Nil	126	+ 8	185	+10	120	+2	139	+ 5	110	+1	94	+ 1	94	+ 3	108	—1	103	Nil

* Average 1961 prices. ‡ Independent retailers only.

Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by January 1967 sales was the four weeks from January 1, 1967, to January 28, 1967, the corresponding period in 1966 was from January 2, 1966, to January 29, 1966. As the figures are based on the value of sales they are affected by price movements including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index figures do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and television rental specialist shops, radio and cycle shops, cycle shops and perambulator shops.

(f) Including bakery departments of co-operative societies.

(g) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

(h) Includes a very small amount of other food shops which are not published separately.

(i) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general secondhand dealers and certain other miscellaneous non-food shops.

RETAIL SALES, *continued*

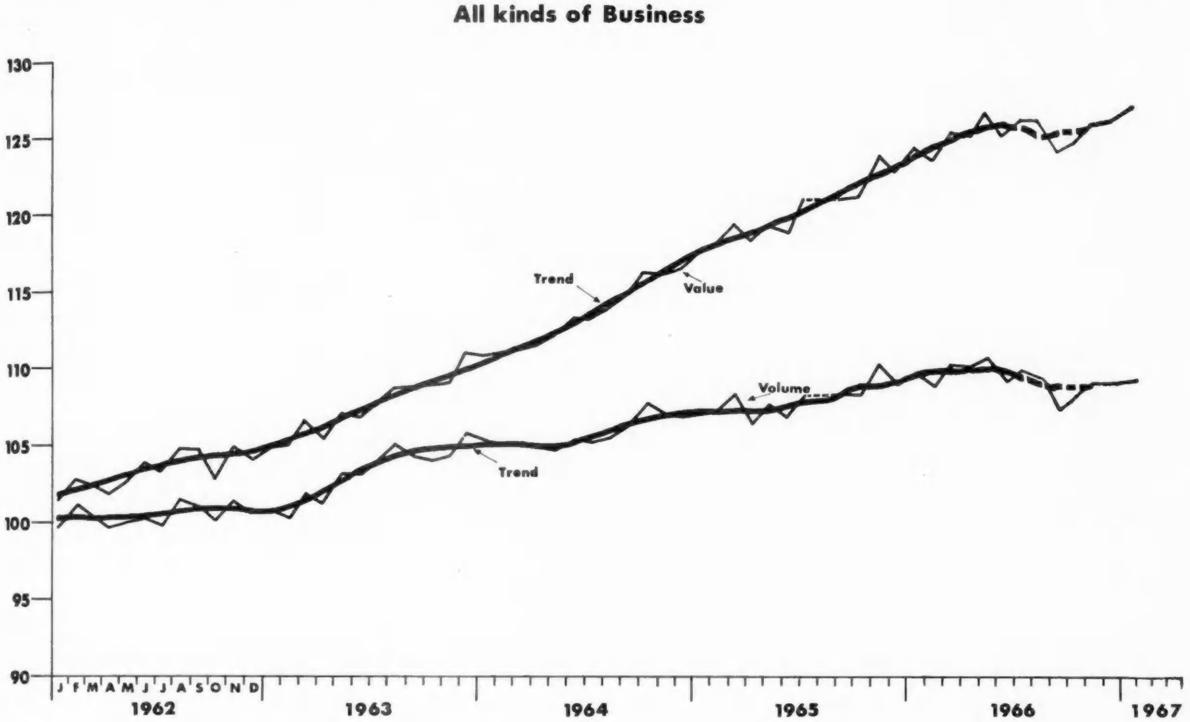
per cent over January 1966, a somewhat better performance as compared with a year earlier than for some months past. This turnround in experience appears to be very largely due to a marked buoyancy in the sales of electricity and gas showrooms which showed in January increases of 8 per cent and 10 per cent, respectively, over sales in January 1966; in the second half of 1966 their sales had shown no increase (electricity showrooms) and a decrease (gas showrooms) on a year earlier.

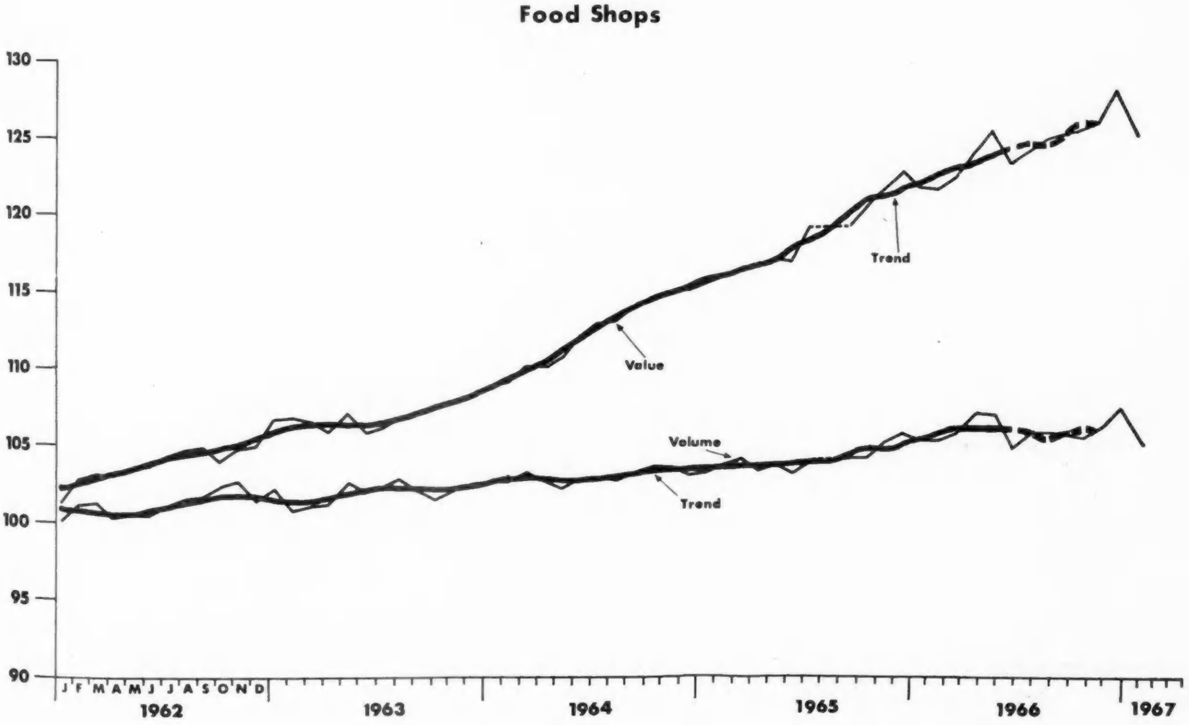
Prices of durable goods as a whole were almost 3 per cent higher than in January 1966.

Other non-food shops

The seasonally adjusted index of the value of sales of other non-

(*Continued on next page*)

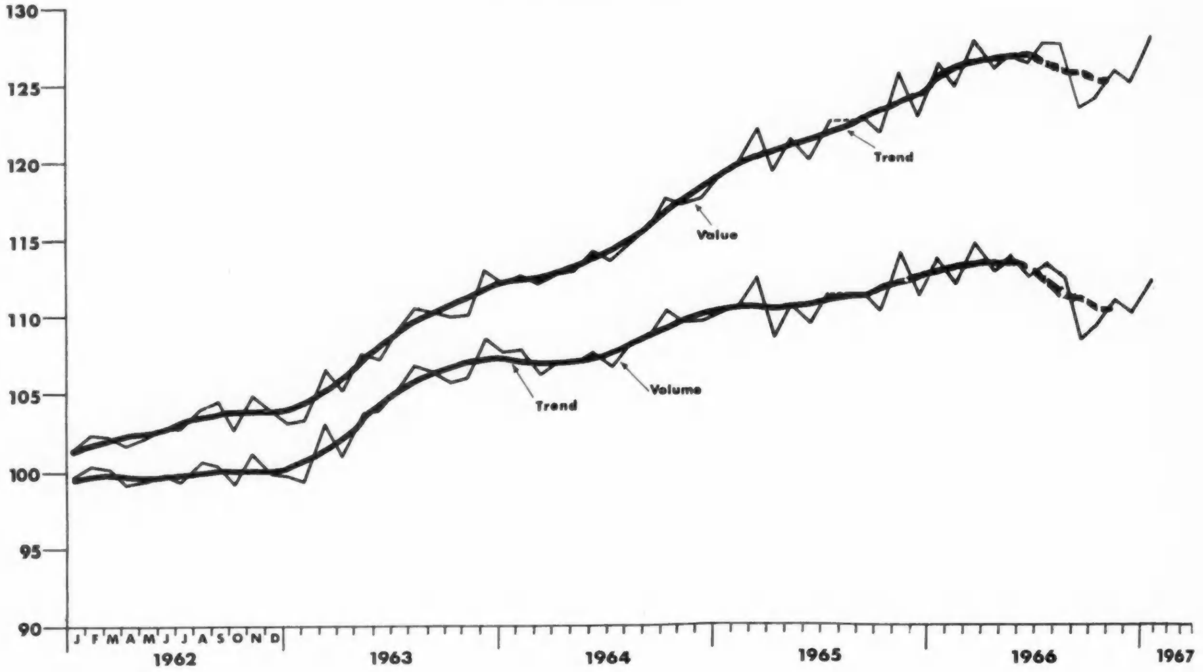

All kinds of Business


Food Shops

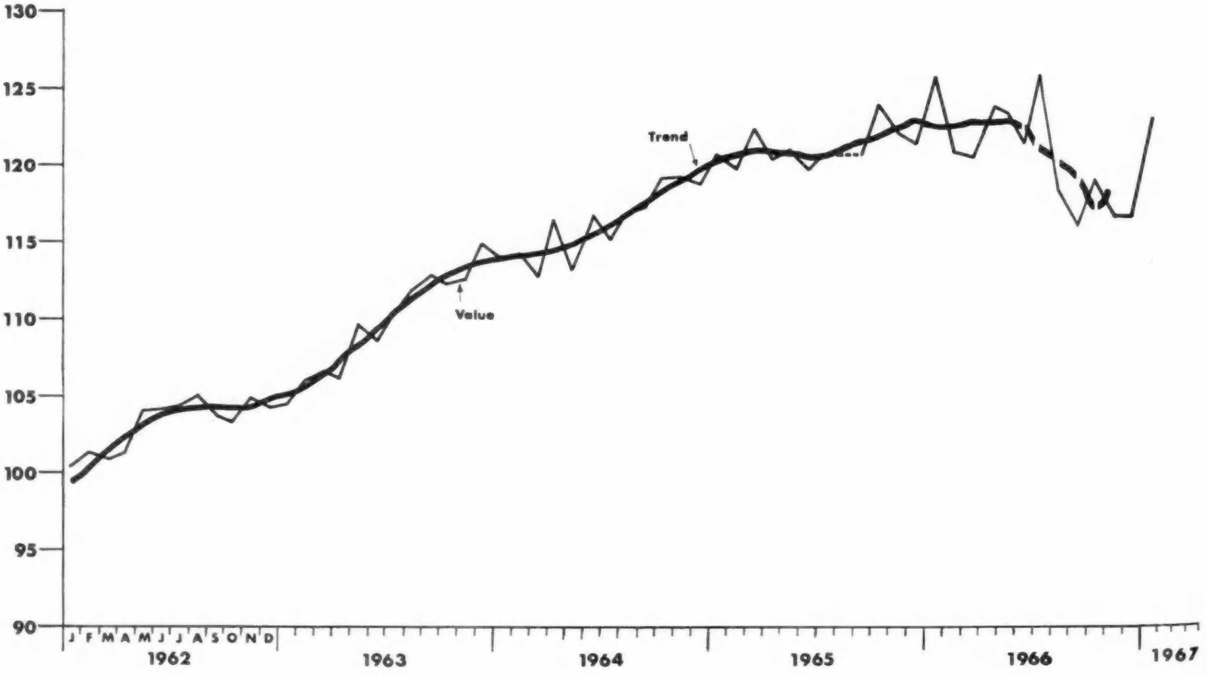
RETAIL SALES, *continued*

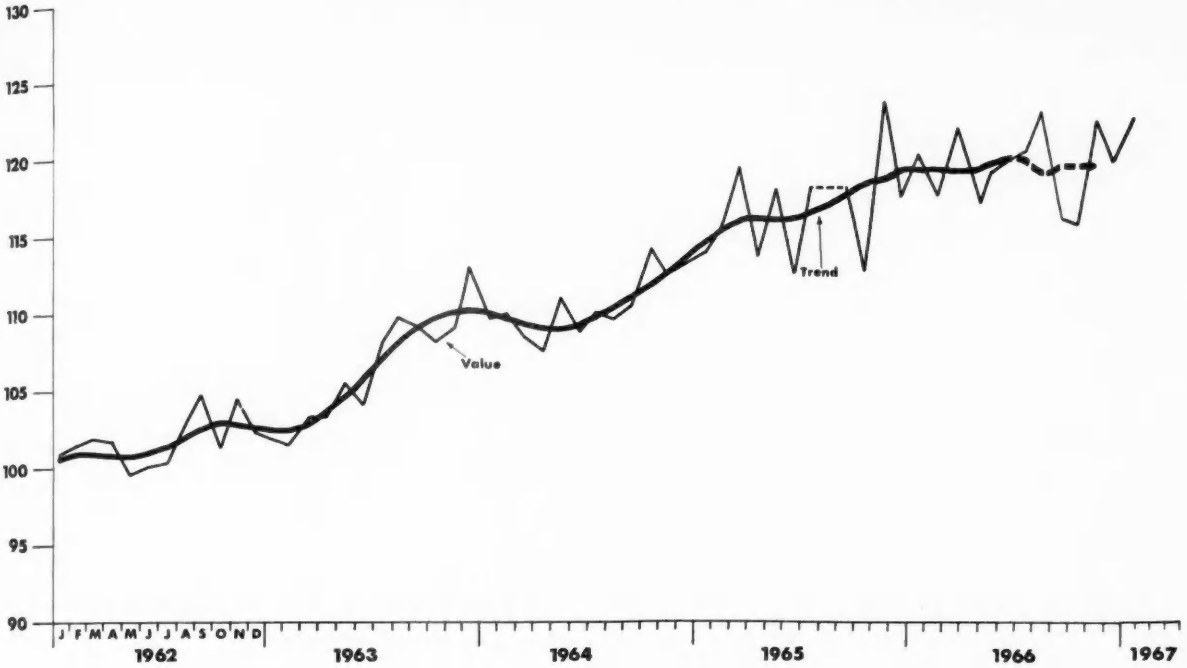
food shops continued to show little change for the three months ended January compared with the previous three months. Apart from minor month-to-month fluctuations this index has remained fairly stable since the beginning of 1966. Department stores continued to show only a very small increase in the value of sales compared with a year ago; mail-order businesses, on the other hand, reported a 17 per cent increase in January 1967 compared with January 1966 – the largest percentage increase in the last 11 months. Among the other miscellaneous non-food shops most kinds of business showed increases between January 1966 and January 1967 somewhat less than experienced in the fourth quarter of last year.

Non-Food Shops

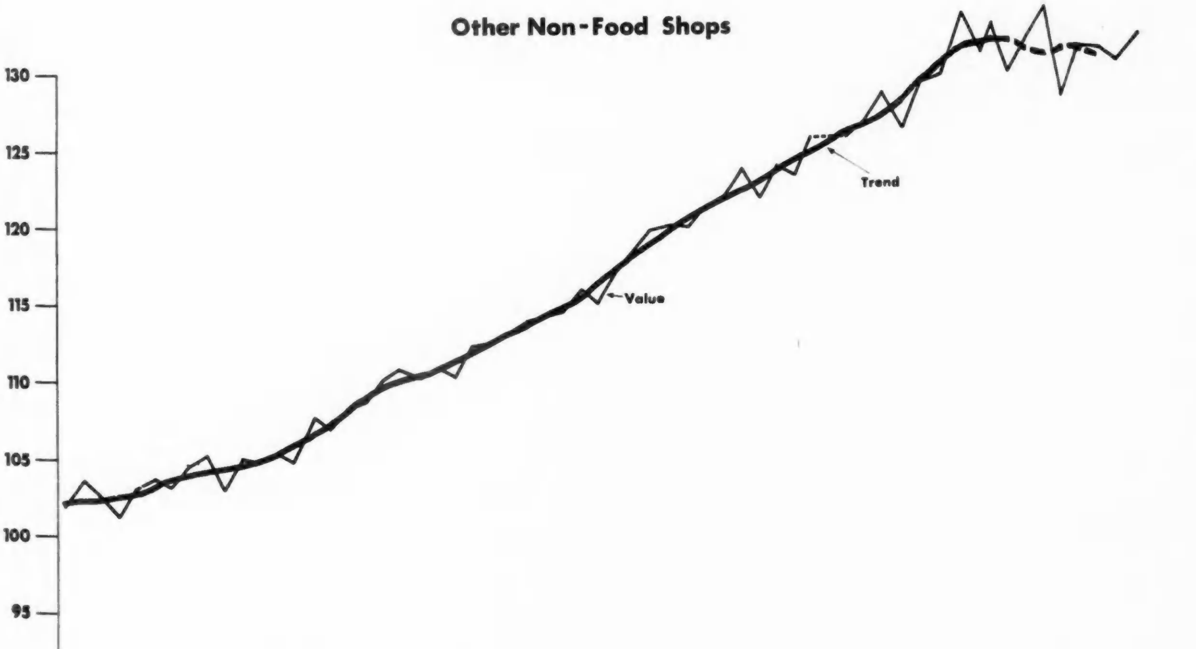


Durable Goods Shops





Clothing & Footwear Shops



Other Non-Food Shops

Hire purchase and other instalment credit business in January

THE CREDIT INSTALMENT business of finance houses and durable goods shops appeared, after allowing as far as possible for normal seasonal factors, to show some improvement in January from the low levels of the latter months of last year. The improvement was quite marked for finance houses but only very slight for the shops. Despite the change, however, new business was still substantially below the levels in January 1966. Debt owed to finance houses and durable goods shops which, on a seasonally adjusted basis, had fallen by £117 million in the second half of 1966, continued its downward movement though probably at a less rapid rate.

Finance houses

New credit advanced in January was 26 per cent lower than in January last year, an improvement on the experience of the previous five months when new credit was running on average at about a third below the level of the corresponding period of 1965. Most of the categories of goods shown separately in Table 4 shared in this improvement. In particular, credit advanced for new cars in January was 37 per cent below the level of January last year, as compared with decreases averaging just under 50 per cent in the previous five months. Credit advanced by finance houses is affected not only by the number of transactions but also by the average amount advanced per transaction and it is estimated that credit advanced per agreement in the case of new cars was about 10 per cent lower in January 1967 than a year earlier. For used cars the fall was even greater (about 18 per cent).

Debt owed to finance houses, which fell by £14 million in January partly under normal seasonal influences, amounted to £742 million at the end of the month.

Durable goods shops

Instalment credit sales of durable goods shops in January were 23 per cent lower than in January 1966, a slightly smaller decrease than the average in the latter months of 1966. The figures suggest that what improvement there was did not affect the credit sales of furniture shops but only those of the other durable goods group which includes gas and electricity showrooms. The debt owed to durable goods shops continued to fall and was £273 million at the end of the month.

Table 2. Hire purchase and other instalment credit extended and repaid

£ million

Period	New Credit Extended			Repayments	Change in Debt	
	By Shops (a)	By Finance Houses	Total		Unadjusted	Seasonally adjusted
1961 . . .	248	574	822	833	— 11	
1962 . . .	271	490	761	808	— 47	
1963 . . .	295	558	853	781	+ 72	
1964 . . .	314	711	1,025	869	+156	
1965 . . .	306	727	1,033	952	+ 81	
1966 . . .	235	621	856	†989	†—133	
1963 1st Qtr. .	60	115	175	186	—11	+ 1
2nd Qtr. .	68	160	228	196	+32	+16
3rd Qtr. .	77	148	225	199	+26	+21
4th Qtr.. .	90	135	225	200	+25	+34
1964 1st Qtr. .	*74	166	240	212	+28	+41
2nd Qtr. .	69	204	273	218	+55	+35
3rd Qtr. .	75	181	256	214	+42	+39
4th Qtr.. .	96	160	256	225	+31	+41
1965 1st Qtr. .	71	185	256	232	+24	+36
2nd Qtr. .	71	220	291	237	+54	+31
3rd Qtr. .	73	176	249	239	+10	+10
4th Qtr.. .	91	146	237	244	— 7	+ 4
1966 1st Qtr. .	63	182	245	256	—11	+ 1
2nd Qtr. .	58	200	258	251	+ 7	—17
3rd Qtr. .	53	139	192	242	—50	—50
4th Qtr.. .	61	100	161	†240	†—79	†—67

(a) Durable goods shops and department stores; not including other instalment credit retailers.

*Fourteen weeks.

†Revised figures.

Other instalment credit retailers

General mail order houses, which account for the greater part of the sales of this group of retailers, continued in January the growth in business which they have shown for the past two years. The increase in January over the same month a year earlier was much larger than the average increase in the previous six months and just above the increases experienced in the first half of 1966. Largely under seasonal influences the outstanding debt of this group of shops fell in January by £10 million.

Table 1. Hire purchase and other credit instalments outstanding

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1965	328	328	325	321	323	321	320	318	319	319	322	329
	1966	327	324	316	311	309	301	298	292	286	281	280	†278
	1967	273											
Department stores	1965	30	29	29	29	29	29	29	29	29	29	29	31
	1966	31	30	29	29	28	28	28	27	27	27	27	29
	1967	28											
Finance houses	1965	755	766	785	807	826	843	856	861	855	851	848	836
	1966	836	839	840	849	860	863	869	853	829	806	785	†756
	1967	742											
Total of above	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208	1,203	1,199	1,199	1,196
	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	†1,063
	1967	1,043											

Table 1a. Hire purchase and other credit instalments outstanding: other instalment credit retailers

£ million, end of period

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total as shown in Table 1	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208	1,203	1,199	1,199	1,196
	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	†1,063
	1967	1,043											
Other instalment credit retailers* . . .	1965	159	151	149	150	151	150	149	150	154	160	172	190
	1966	180	174	172	171	173	171	167	163	165	170	180	198
	1967	188											
Grand Total	1965	1,272	1,274	1,288	1,307	1,329	1,343	1,354	1,358	1,357	1,359	1,371	1,386
	1966	1,374	1,367	1,357	1,360	1,370	1,363	1,362	1,335	1,307	1,284	1,272	†1,261
	1967	1,231											

*Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.
†Revised figures

Table 3. Retailers: Instalment credit sales of selected kinds of business

Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage changes compared with a year earlier

Average of 1961 = 100

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops (Total)								Furniture Shops						Other Durable Goods Shops							
	Total (£303)		Inde-pendents (£110)		Multiples (£161)		Co-operative Societies (£32)		Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Inde-pendents (£65)		Total (excluding Co-operative Societies) (£143) (*b*)		Radio and electrical, etc., goods shops (*c*)					
																	Total (£82)		Multiples (£37)		Inde-pendents (*d*) (£45)	
1963 Year	114	+8	101	+3	124	+13	111	+4	102	+2	108	+4	97	—1	125	+15	124	+16	144	+25	107	+8
1964 Year	116	+2	100	—1	126	+2	119	+7	107	+4	114	+5	100	+3	124	—1	110	—11	123	—15	101	—6
1965 Year	112	—5	101	Nil	118	—8	117	—4	109	+1	110	—4	108	+7	113	—10	96	—15	100	—20	92	—10
1966 Year	93	—17	82	—19	100	—15	95	—19	93	—15	94	—15	92	—15	92	—19	76	—21	87	—13	67	—27
1966 1st quarter	97	—9	90	—9	101	—9	106	—7	95	—2	95	+3	96	—6	97	—14	85	—9	89	—4	81	—13
2nd quarter	90	—14	79	—14	97	—13	96	—14	91	—10	93	—11	89	—8	88	—17	73	—18	83	—4	64	—22
3rd quarter	86	—19	73	—23	96	—16	84	—24	88	—18	90	—17	86	—18	85	—19	66	—24	79	—13	54	—33
4th quarter	*97	*—26	86	—30	*106	*—22	93	—31	*98	*—26	*98	*—28	98	—25	98	—24	81	—30	97	—19	68	—39
1966 January	108	+1	104	—4	109	+4	117	+4	107	+4	103	+13	110	—4	107	—1	97	+3	100	+11	95	—3
February	98	—6	90	—2	103	—8	100	—7	98	+2	104	+6	91	—3	97	—11	87	—3	86	—4	88	—2
March (a)	88	—18	78	—18	93	—19	101	—15	84	—9	81	—8	88	—10	89	—25	73	—23	83	—15	64	—30
April	90	—14	80	—15	96	—14	92	—13	89	—11	90	—12	87	—11	91	—16	77	—18	84	—15	70	—20
May	94	—13	81	—11	101	—14	105	—14	94	—7	96	—10	92	—3	92	—17	75	—20	87	—16	65	—23
June (a)	87	—14	75	—14	94	—14	91	—15	90	—11	93	—12	87	—9	83	—17	67	—18	79	—11	57	—24
July	97	—10	87	—10	103	—9	102	—12	99	—10	97	—12	101	—8	94	—9	74	—11	83	—9	67	—13
August	79	—22	64	—27	90	—18	75	—29	80	—20	84	—20	77	—20	78	—22	58	—26	75	—11	44	—40
September (a)	84	—25	69	—31	95	—20	78	—30	85	—22	88	—19	81	—24	85	—26	65	—31	80	—18	52	—42
October	95	—25	80	—31	105	—21	91	—29	92	—25	93	—24	91	—26	98	—25	75	—31	89	—21	64	—40
November	98	—28	82	—33	108	—24	97	—32	94	—30	92	—33	97	—26	101	—25	79	—31	101	—13	61	—46
December (a)	*99	*—24	93	—26	*105	*—22	90	—31	*106	*—24	*107	*—27	104	—22	95	—22	87	—27	99	—22	76	—32
1967 January	82	—23	76	—27	87	—20	83	—29	78	—26	72	—30	84	—23	86	—20	72	—27	80	—20	64	—32

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Other Selected Kinds of Business								Total of Selected Kinds of Business (f) (£673)	
	Department Stores (£54)		Other General Stores (e) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)			
1963 Year	105	..	..	..	..	..	..	..	..	..
1964 Year	109	..	..	..	..	..	..	..	..	..
1965 Year	104	..	133	..	165	..	95	..	128	..
1966 Year	103	—1	125	—6	184	+11	93	—2	124	—3
1966 1st quarter	95	+8	96	—12	162	+16	71	—1	115	+2
2nd quarter	97	+1	120	+2	176	+14	86	—5	119	Nil
3rd quarter	92	—6	108	—7	160	+8	83	—5	111	—6
4th quarter	128	—5	176	—6	237	+8	134	+1	152	—7
1966 January	120	+32	92	—16	115	+16	62	—1	106	+6
February	82	—2	92	—10	160	+19	62	—9	112	+3
March (a)	85	—3	101	—10	202	+14	84	+5	123	—2
April	98	—2	117	+2	163	+15	84	—5	115	—1
May	107	+8	130	+9	196	+15	95	—2	130	+3
June (a)	89	—2	114	—3	170	+14	81	—6	115	—1
July	110	—1	111	—3	148	+6	87	—4	114	—2
August	78	—6	97	—8	148	+14	78	—3	101	—6
September (a)	89	—11	114	—11	179	+6	83	—6	116	—9
October	109	—1	135	—7	221	+8	89	+4	138	—7
November	117	—12	175	—5	257	+6	119	—3	156	—9
December (a)	152	—3	211	—7	233	+10	181	+2	161	*—6
1967 January	101	—16	82	—11	134	+17	60	—4	98	—8

(a) Average of five weeks. (b) Comprises electricity and gas showrooms, radio and electrical shops (including radio or television hire shops).
(c) Excluding electricity and gas showrooms. (d) Comprises radio and electrical shops, cycle and perambulator shops.
(e) Includes credit traders calling on customers. (f) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments).
*Revised Figures.

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.

Black and white prints. *These should be 'action' photographs showing UK goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of UK businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Colour photographs: *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

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Finance houses: new instalment credit extended

Table 4. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage changes compared with a year earlier

Monthly average 1961 = 100

(Value in 1961)	Private cars – new (£93 million)		Private cars – used (£190 million)		Commercial motor vehicles – new and used (£89 million)		Motor cycles, side-cars, power assisted cycles – new and used (£38 million)		Caravans – new and used (£12 million)		Farm equipment and tractors (£12 million)		Industrial and building plant and equipment (£48 million)		Household goods (a) (£59 million)		Other goods (£33 million)		All goods (£574 million)	
1963 Year	134	+38	94	+10	80	+ 3	61	— 2	100	+ 8	87	+13	102	+12	97	+ 9	96	+10	97	+14
1964 Year	171	+28	127	+35	96	+21	69	+14	112	+12	105	+21	151	+49	96	— 1	129	+34	124	+27
1965 Year	172	+ 1	136	+ 7	91	— 5	59	—14	123	+11	103	— 2	176	+16	70	—27	156	+21	127	+ 2
1966 Year	132	—23	117	—14	87	— 4	42	—29	121	— 2	109	+ 6	158	—10	57	—20	140	—11	108	—15
1966 1st quarter	172	—10	135	Nil	103	+ 6	48	— 9	109	+16	93	+23	179	Nil	66	—12	162	+11	127	— 1
2nd quarter	187	—18	162	— 5	109	+ 2	65	—22	161	— 2	115	+22	178	—10	57	—19	142	—16	140	— 9
3rd quarter	110	—31	104	—23	78	— 4	39	—36	138	— 4	132	— 5	142	—17	51	—20	127	—17	97	—21
4th quarter	58	—48	68	—36	60	—25	17	—58	76	—17	97	— 4	132	—15	53	—28	128	—19	70	—32
1966 January	169	+ 9	113	+15	96	+ 9	35	— 6	74	+24	80	+ 6	175	+21	76	— 1	170	+20	117	+12
February	162	—11	133	— 2	95	+ 4	48	— 8	102	+13	93	+24	171	— 2	64	— 5	154	+11	122	— 2
March	186	—22	158	— 7	118	+ 4	60	—12	151	+14	106	+40	191	—12	57	—28	163	+ 2	141	—10
April	185	—20	150	—17	110	— 2	60	—30	146	— 6	103	+17	186	+ 6	55	—27	134	—17	135	—14
May	206	— 8	167	— 3	116	+ 4	66	—25	166	+ 1	125	+37	178	—13	58	—20	144	—19	146	— 7
June	170	—24	168	+ 7	101	+ 5	69	— 9	171	Nil	117	+13	170	—20	58	— 7	148	—10	138	— 6
July	192	— 8	159	+ 3	105	+15	63	— 4	179	+17	143	— 6	173	— 9	58	— 9	148	— 5	140	— 1
August	74	—48	78	—39	65	—13	28	—54	115	—20	144	— 6	131	—23	47	—23	120	—23	78	—33
September	63	—50	76	—39	63	—19	26	—53	119	—12	110	— 2	122	—21	47	—28	112	—22	73	—34
October	63	—50	71	—39	64	—23	21	—61	95	—17	115	+ 6	134	—17	48	—33	123	—22	73	—34
November	70	—43	73	—33	66	—22	17	—61	78	—16	103	— 6	137	—14	55	—24	131	—16	75	—29
December	42	—51	60	—36	50	—32	14	—48	56	—20	74	—14	126	—14	57	—28	129	—21	62	—32
1967 January	107	—37	78	—31	73	—24	16	—55	61	—18	81	Nil	160	— 8	62	—19	145	—15	86	—26

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

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Retailers' stocks in January

STOCKS HELD by retailers at the end of January were 4 per cent higher that at the corresponding date in 1966; a little lower than the average rate of increase for the preceding three months.

In volume terms, retailers' stocks were 1 per cent higher at the end of January than a year earlier. This increase is similar to that shown in December of last year and considerably lower than the increases reported in the previous three years.

Estimate of changes in retailers' stocks

(At cost at end of month.) Index numbers (end 1960 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	(a) At current prices.											
1960.	94	99	102	103	105	104	99	98	102	109	113	100
1961.	98	102	107	109	110	111	108	107	110	117	122	106
1962.	103	106	112	113	116	112	110	110	112	121	127	111
1963.	106	109	116	117	119	116	113	113	114	125	134	117
1964.	115	117	123	125	125	124	118	122	125	133	143	126
1965.	121	124	133	134	136	133	128	132	133	141	151	133
1966.	128	131	141	140	144	143	135	141	141	150	160	137
1967.	133											
1966.	+6	+6	+6	+4	+6	+8	+6	+7	+6	+6	+6	+3
1967.	+4											
	(b) At constant (Dec. 1960) prices											
1960.	95	100	103	105	106	105	100	99	102	109	113	100
1961.	98	102	106	107	109	109	106	104	107	113	118	103
1962.	100	102	108	109	110	107	105	104	106	114	120	104
1963.	100	103	110	110	112	110	107	106	108	118	126	110
1964.	108	109	114	116	115	114	109	113	115	122	130	115
1965.	110	112	121	121	122	119	115	119	119	126	135	119
1966.	115	117	126	124	128	127	119	123	124	131	140	120
1967.	116											
1966.	+5	+4	+4	+3	+5	+6	+4	+4	+4	+4	+3	+1
1967.	+1											

Note: Retailers' stocks at end December 1960 were £993 million at current prices.

Gold and convertible currency reserves

Her Majesty's Treasury announce that after further repayment of drawings on Central Bank facilities, the gold and convertible currency reserves rose by £14 million during February, to stand at £1,132 million at the end of the month.

Production of man-made fibres in January

TOTAL PRODUCTION by weight of man-made fibres in January was 9 per cent more than in January 1966. Within the total, output of continuous filament was 2 per cent more and staple fibre 15 per cent more.

Man-made fibre production

(million lb. 'delivered weight' basis)

	Continuous filament (singles)	Staple fibre	Total
1963 (quarterly average)	82·6	97·2	179·8
1964 (quarterly average)	94·5	111·8	206·3
1965 (quarterly average)	99·1	116·4	215·5
1966 (quarterly average)	102·8	117·6	220·4
1965 3rd quarter	93·7	105·8	199·5
4th quarter	98·8	116·2	215·0
1966 3rd quarter	97·2	108·2	205·4
4th quarter	94·6	120·7	215·2
1965 November	32·6	38·7	71·2
December	32·9	40·2	73·0
1966 January	33·9	37·8	71·8
1966 November	31·6	39·9	71·5
December	29·4	40·7	70·1
1967 January	34·8	43·6	78·4

Deliveries of continuous filament yarns

(thousand lb. actual weight)

	Weaving	Hosiery	Warp knitting	Industrial purposes (tyres, etc.)	Other purposes	Total home trade	Exports as yarn (a)	Grand total
1964 . .	87,133	56,831	42,625	95,732	13,257	295,578	94,556	390,133
1965 . .	89,080	55,159	47,151	106,019	12,793	310,202	87,227	397,428
1966 . .	90,622	68,182	46,100	107,233	17,353	329,490	75,787	405,277
1966								
1st quarter .	24,709	18,867	13,278	29,219	4,319	90,393	18,797	109,189
2nd quarter .	23,792	17,794	11,387	28,319	3,774	85,066	20,939	106,005
3rd quarter .	20,840	13,736	9,860	26,894	3,947	75,278	17,245	92,523
4th quarter .	21,281	17,785	11,574	22,801	5,313	78,754	18,807	97,560
1967								
1st quarter .								

(a) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.

Deliveries of staple fibre

(thousand lb. actual weight)

	Spinning				Total home trade	Exports (a)	Grand total
	Cotton	Wool	Flax	Other systems and sundries			
1964. . .	136,654	127,352	38,296	47,275	349,578	110,359	459,937
1965. . .	125,728	125,493	29,419	53,983	334,624	116,110	450,734
1966. . .	114,825	125,622	28,345	56,461	325,254	125,666	450,919
1966							
1st quarter .	29,838	32,468	6,728	13,884	82,919	31,447	114,366
2nd quarter .	30,805	33,541	5,465	14,648	84,459	30,259	114,718
3rd quarter .	24,163	27,845	7,528	14,273	73,809	26,773	100,582
4th quarter .	30,018	31,769	8,624	13,656	84,067	37,187	121,254
1967							
1st quarter .							

(a) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.

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'The Patent Office Library* was at that time probably as good as any like collection of technical books and periodicals to be found anywhere else in the world.' (R. S. Hutton. *Recollections of a technologist,* 1964).

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Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, March 3, 1967.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Exile.	Br/E 32104	27	February 28	Border Film Productions (London) Ltd. .	Mithras Films Ltd.
Don't Lose Your Head	Br/E 32108	90	March 2	Rank Film Distributors Ltd. .	Adder Productions Ltd.
Tilt to the Sun	Br/E 32109	18	March 2	Columbia Pictures Corp. Ltd. . . .	New Zealand National Film Unit.
Pathe Pictorial Series 625/637:					
Pathe Pictorial No. 636	Br/E 32110	8	March 2	Warner-Pathe Distributors Ltd. . . .	Associated British-Pathe Ltd.
Pathe Pictorial No. 637	Br/E 32111	8	March 2	,, ,, ...	,, ,,
Mining Review No. 7 – 20th Year . .	Br/E 32113	11	March 3	Data Film Distributors Ltd. . . .	National Coal Board.
Movietone News 1968	Br/E 31880	7	March 3	Twentieth Century-Fox Film Co. Ltd. . .	British Movietonews Ltd.
Movietone News 1968A	Br/E 31881	9	March 3	,, ,, . . .	,, ,,
Pathe News 67-17	Br/E 31946	7	March 3	Warner-Pathe Distributors Ltd. . . .	Associated British-Pathe Ltd.
Pathe News 67-18	Br/E 31947	7	March 3	,, ,, ...	,, ,,
			FOREIGN		
Mr. Rossi on the Beach	F 32095	10	February 27	Contemporary Films Ltd.	Atlantic-Film A.G., Zurich.
See You Tomorrow	F 32096	78	February 27	,, ,, ...	Film Polski, Warsaw.
To Die in Madrid (Mourir à Madrid) . .	F 32097	85	February 27	,, ,, ...	Ancinex, Paris.
Breaking the Habit	F 32098	5	February 28	Connoisseur Films Ltd.	The American Cancer Society.
Bahing	F 32099	7	February 28	,, ,, ...	Societe Film Orzeaux, Paris.
Joachim's Dictionary	F 32100	10	February 28	,, ,, ...	Pataleon Films, Paris.
Ballon Vole	F 32101	12	February 28	,, ,, ...	Ciné Documents, Paris.
Calder's Circus	F 32102	18	February 28	,, ,, ...	Nouvelle Pathe Cinema, Paris.
For a Yellow Jersey (Pour un Maillot Jaune) .	F 32103	27	February 28	,, ,, ...	Films 13, Paris.
The Monster of London City	F 32105	90	March 1	Ranworth Film Services Ltd.	C.C.C. Films, Munich.
Ski-Run	F 32106	9	March 1	,, ,, ...	Binky Productions.
The Taming of the Shrew	F 32107	122	March 2	Columbia Pictures Corp. Ltd.	Royal Film International Inc., New York, and Films Artistici Internazionali, Rome.
Hotel	F 32112	110	March 3	Warner-Pathe Distributors Ltd. . . .	Warner Bros. Pictures Inc.

AMENDMENT;

The particulars of the film 'Palaces of a Queen' (Br/E 31919) registered on December 19, 1966, have been amended to provide alternative playing times as follows: (a) 76 minutes; (b) 57 minutes.

Exhibitions and Fairs

Stockholm welcomes British Week

Following a conference held on March 1 in Stockholm to inaugurate the British Week to be held in the city from September 27 to October 5 next year, Sir Archibald Ross, HM Ambassador in Sweden, was host at a reception attended by many leading figures in the commercial life of Sweden. Here, Mr. Frederick Mulley, Minister of State for Foreign Affairs (left), listens to Ambassador Dahlman, who is associated with Industri Förbundet, the Swedish equivalent to Britain's CBI. On the right is Mr. Kenneth McKenzie, Counsellor (Commercial) at the British Embassy.

FOLLOWING the conference held in Stockholm on March 1 to inaugurate Europe's seventh full-scale British Week – to be held in Sweden's capital from September 27 to October 5 next year – a British Week Office has now been established in the city. Well sited near the centre of the city and close to the 'target area', it will be staffed and operational by the end of this month. Initial visits to shops and stores are to begin shortly and it is expected that a minimum of 2,000 calls will be made in the course of this first wave attack on the city's retailers.

As briefly reported in the March 3 edition of the *Board of Trade Journal*, the chair at the inaugural conference was taken by Sir Archibald Ross, HM Ambassador to Sweden. Speaking in Swedish, Sir Archibald began by stressing the fact that a British Week is a joint enterprise – a fact that was underlined by the composition of the platform party and particularly by the presence of Mr. Frederick Mulley, Minister of State for Foreign Affairs, and of Statsradet Gunnar Lange, Swedish Minister of Commerce.

'Why did we in Britain want to come to Stockholm in 1968?' he went on to ask. 'Partly because both Britain and Sweden belong to EFTA and all tariffs on industrial goods have been removed as between the partners. "Free Trade – Double Trade", as the postmark on the Swedish commemorative stamps says, and we think that increased Anglo-Swedish trade is good not only for our two countries but also for the wider association to which we both belong. Partly because Sweden is conveniently close to Britain, with many historic ties of friendship. But the main reason is that British industry knows Sweden to be a challenging and tough but very worthwhile market, because it is an expanding market based on a high standard of living and spending. With a population less than that of Greater London, Sweden is nevertheless Britain's fifth best customer. The obverse of the medal, not so well known, is that Sweden is Britain's fifth largest supplier.

'The great industrial progress of recent years means that necessities are generally provided for, and industry can produce additional material benefits for all. Thus the quality of living, especially for many who previously went short, its variety and its elegance are being visibly enhanced each decade. As this process continues, our two countries have much to teach each other in styles, fashion, design and the like.

'The goods to be seen during our British Week will certainly not be short on ideas. Some may originally have been inspired by Swedish concepts. Many will, I hope, inspire Swedish designers to try to better their British competitors in friendly rivalry, and sell their products in Britain, perhaps at Weeks such as the one on Tyne and Tees-side in the North of England, in which my colleague, the Swedish Ambassador in London, recently participated. This is as it should be, we all benefit, and our two countries draw even closer together.

'This, then, is how we see the British Week. It will be a time of great excitement, much gaiety, and considerable profit for us all. I am confident that it will also prove to be a means of further strengthening the friendship between our two peoples.'

Mr. Mulley spoke next. It was particularly appropriate, he said, that the inaugural conference should be held on the eve of the EFTA ministerial conference. 'We are, in a sense, celebrating the coming of age of the European Free Trade Area,' he went on, 'and for this reason we attach great importance to increasing our trade with Sweden. As EFTA has grown, so trade has grown in both directions, and we want this to continue.' The British Week would, through the shops of Stockholm, give people a chance to see what Britain could offer. But British Weeks did not only boost trade: because we would be taking the opportunity to show 'the whole spectrum of British life', we could help to bring the two countries even closer together.

The Week could only be launched with the goodwill not only of the Swedish Government and the local authorities in Stockholm but also of the commercial life of the city – the chambers of commerce, the shops themselves and many other interests. This was a 'joint venture' in every sense and we were starting our planning early in order to be able to seek the guidance of the city on many things such as the choice of the most popular supporting events. In view of this it was very encouraging to see so distinguished a company present, Mr. Mulley said in conclusion.

Sir Archibald Ross then introduced Mr. A. Abel Smith, vice-chairman of the British National Export Council's Export Council for Europe who, with the Board of Trade, are sponsoring the Week. Mr. Abel Smith gave a very clear and explicit description of what form the British Week would take. The aims were, he said, first to encourage as large a number of Stockholm retailers as possible to stock up with the latest and best in consumer and consumer durable goods that Britain had to offer. The second aim was to present some of the latest technical developments which have taken place in Britain. And the third aim was: 'That both of us, Swedes and British, should make money.'

Speaking of the 'highly professional and very large scale merchandising operation' that was the basis of the Week, Mr. Abel Smith went on: 'And here I would like to make a special point – our experience in every city in which British Weeks have so far been held has been the same, namely that retailers have tended to underestimate the power of the atmosphere created by a British Week to move goods off shelves and display counters. Again and again shopkeepers have found themselves short of stock due to the enthusiastic crowds of customers wanting to buy British. I have no doubt that that same enthusiasm will be experienced in this city.'

Mr. Abel Smith again stressed that trade, if it was to be lasting, must be two-way. 'The trading relations between our two countries must reflect the hopes and aspirations, not of one but of both,' he went on. 'The ultimate object therefore of the British Week is to strengthen even further the deep feeling of friendship and mutual respect that has existed between us for so long, ever in fact since Chancellor Oxenstierna negotiated the Treaty of Friendship and Trade between our two countries in 1654. It is only on such a foundation that we can build a greater volume of mutual trade to the lasting benefit of both Sweden and Great Britain.'

After the representative of the Stockholm City Council had expressed the city's welcome to the British Week, Statsradet Gunnar Lange spoke. 'I share the view just expressed that trade can never be one way,' he said. Progress in EFTA was a great stimulus to trade – but EFTA was not the final objective. Free trade throughout Europe was the goal we must aim at – but the first step must be an increase of trade between EFTA countries. 'We welcome the British attempt, which we see in this British Week, as a new effort to stimulate British exports to Sweden. We hope it will lead to an increase in trade between us and our old trading partner,

(*Continued on page* 666)

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Great Britain.'

Earlier, two films showing the British Weeks in Copenhagen and Milan had been shown and after the Swedish minister had spoken a number of questions were put from the body of the meeting – questions which, by their pertinence, showed clearly that the form and significance of the Week were well understood. The meeting then broke up and was followed by a reception, giving an opportunity for less formal discussions. The tone of these was almost universally enthusiastic and there can be no doubt that the idea of a British Week has already evoked a high degree of interest and enthusiasm, even at this early stage, among many important sections of Stockholm's commercial and cultural communities.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Brisk business at Cologne Household Goods and Hardware Fair

A report from the Commercial Department, Bonn

THIS TRULY international fair closed on February 26 after 47,370 German and 11,830 foreign trade visitors had each paid the equivalent of 16s. to examine the wide range of goods displayed by 1,269 exhibitors over an area of 120,000 sq. yd. These figures are slightly higher than those for 1966. As always the organization was superb.

The greatest increase in visitors came from Holland, Belgium, Greece, Canada and the United Kingdom, with the largest numbers coming from Holland, Belgium and France. Inquiries at British stands were received from such far-away places as Japan, Hawaii, South Africa, United States, Iceland, Venezuela and the Middle East.

The fair is now the largest of its kind in Europe, and affords an opportunity for British manufacturers which they cannot afford to miss. One exhibitor commented that, with the Board of Trade's help, his participation in the fair had cost him one-tenth of what it would cost him at home, and he had done 10 times the amount of business! Even firms who did not come to write order books but to meet their European distributors and find further suitable agents were delighted with the quality of the inquiries received. One exhibitor was visited by an Irish customer who missed him at the recent Hardware Trades Fair at Olympia and took an order for £10,000.

The largest contingent of foreign exhibitors was from France, 125, but the United Kingdom ran them a close second with 114. In all there were 1,670 foreign exhibitors, representing 32 per cent of the total.

For eight consecutive years the Board of Trade has staged joint ventures at this spring fair in collaboration with trade associations. British participation has grown from a meagre 34 firms in 1960 to 114 this year, 72 of them with Board of Trade help representing the following associations: The British Electrical and Allied Manufacturers' Association, The Hardware Manufacturers' Association, The Federation of British Hand Tool Manufacturers, The Federation of British Horticultural Exporters, The United Kingdom Cutlery and Silverware Manufacturers' Association, and The British Art Metal Manufacturers' Export Group.

Practically every product of the ironmongery, hardware and hand tools trades was on show, together with cutlery and silverware, horticultural implements, domestic electric appliances, art metalware and household goods of every description. Most of the stands were of moderate size, but the hall containing heating, cooking and electrical appliances was dominated by such giants as Siemens, AEG, Miele, etc. Nevertheless, considerable interest was shown in the similar British exhibits on display in other halls.

In spite of the huge area covered by the fair, exhibitors are clamouring for more space, so much so that a new hall is under construction at a cost of £4,000,000. This will feature a spiral ramp with parking space on the roof for a further 700 vehicles. The authorities expect to be able to dismantle some of the smaller, less attractive halls and reallocate space so that manufacturers of similar products will be grouped together, thus facilitating inspection of their products by potential buyers.

A point that cannot be emphasized too often is that continuity is vital for success. After a firm has shown a few times, the buyers start to look for its stand. The United Kingdom Cutlery and Silverware Manufacturers' Association commented that the buyers now realized that the British were serious in their intentions to sell these products abroad. It is important, too, for exporters to research the potential market before booking stand space and to make sure that suitable literature in German is despatched at least three weeks before the fair opens. One manufacturer who had sent his material off only 10 days previously received it on the last day of the fair.

It is always difficult to assess the precise gain achieved from participation at a fair a few days after it has closed, but every exhibitor who was asked thought it well worth while and expressed his intention of going again next year. Clearly the customs barrier makes it more difficult to sell to Common Market countries, and inquiries from Germans were rather less this year, but this served to remind many exhibitors of EFTA opportunities. A tremendous number of inquiries for a wide range of products was received from Austria, for instance, and orders for £1,000 were commonplace. The British Artmetal Manufacturers' Export Group (BAMEX), which has doubled its sales at each successive year at the fair, followed the same pattern this year and then sold the entire stand on the closing day; it will need more space next time. The Federation of British Horticultural Exporters said that all their members were very happy with the results achieved, and BEAMA reported good inquiries from nearly every country, whilst the Hardware Manufacturers' Association stated that all its exhibitors were eager to come again. The United Kingdom Cutlery and Silverware Manufacturers' Association reported many inquiries which should lead to good business; one German even wanted to buy the spotlamps off the stand.

It was good to see that practically all the United Kingdom exhibitors had taken the trouble to produce well-illustrated literature printed in German. This material was distributed to about 100 newspaper and trade journal representatives who attended a press reception given by the Embassy staff. The Ambassador's keen interest in British efforts was much appreciated.

The autumn Household Goods and Hardware Fair will take place from September 7-9, 1967. British manufacturers who would like to participate in a joint venture scheme with Board of Trade support should contact their trade associations as soon as possible.

Britain has only national stand at Zürich cycle show

FOR the second time in succession, members of the British Cycle and Motorcycle Industries Association exhibited their products at the International Cycle and Motorcycle Exhibition which was held in Zürich from February 22-27. Participation in this exhibition was organized under the Board of Trade joint venture scheme; the British stand of 240 square metres was designed by the Central Office of Information and its theme – the wheel – brought many favourable comments. Six members of the industry took part and, as in 1965 when the last show was held, the Association itself staffed an Information Section which was kept busy answering many inquiries about the British industry in general. The presence of a British stand was particularly welcomed by the president of the organizing committee who made a special point in his opening address of switching from German to English to greet the British representatives and to make pointed reference to the tremendous export success the industry has achieved in the last two years.

The show was housed in three halls covering an area of 8,000 square metres and included exhibits from almost all of Western Europe as well as the United States, Japan and Czechoslovakia. 44,000 visitors attended the show during the six days it was open; although most of these were from Switzerland – as was to be expected – there were reports of visitors from other neighbouring countries. The crowds were particularly large on the Saturday and Sunday, much to everyone's surprise in view of the glorious weather and at times visitors were milling around the British stand to such an extent that it was difficult to get on to it.

The well-known names of BSA, Greeves, Norton, Raleigh, Reliant and Triumph were to be found on the British stand (the only national stand) and all of their machines were the subject of much interest, particularly the big engine capacity motorcycles. The shooting-brake version of the Reliant Motor Company's three-wheeler which had not previously been shown to the public, attracted considerable attention and made a great impression; three of them were sold during the show (one within the first four hours) as well as three of their Super Saloon models, and their Swiss agent reported potential business of quite a high order. Raleigh Industries showed a wide range of their machines and accessories, including the RSW 16 'family' of which the RSW 11 and RSW 14 had been released only in January last at Brighton. These models, which compared very favourably with other small-wheeled bicycles on show, are expected to prove popular in Switzerland, judging by the inquiries received.

All the participants in the joint venture expressed great satisfaction not only with the way things had gone but also with the exhibition as a whole, which they thought to have been an improvement on the previous one. Although the real value to the industry of a show of this nature will only become apparent in the future, all concerned were firmly of the opinion that prospects are rosy; indeed, the

(*Continued on page* 669)

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Six manufacturers took part in a joint venture at the Third International Cycle and Motorcycle Exhibition held in Zürich from February 22 to 27. Some 44,000 visitors attended the show and at times on the Saturday and Sunday it seemed as if most of them were on the British stand!

agent of one British firm commented that before long many more British two-wheelers are likely to be seen on the roads in Switzerland. The confidence of the agents in the prospects for British cycles and motorcycles is indicated by the fact that in general they are thinking in terms of an increase in sales of the order of about 50 per cent in the next 12 to 18 months.

Continued success of British toys at Nuremberg

A report by the Commercial Department, British Consulate-General, Munich

WITH OVER 60 exhibitors, Britain had one of the largest foreign contingents at the 18th International Toy Fair held in Nuremberg from February 12-17. Twenty-nine of the British exhibitors were accommodated on joint venture stands again sponsored by the Board of Trade and organized by the British Toy Manufacturers' Association. The remaining British exhibitors showed independently.

This year's fair was eagerly awaited particularly because it was the first major consumer goods fair to be held in the Federal Republic in 1967 and experts felt that the volume of business conducted would reflect the general state of the retail trade. The results were more or less as expected with German domestic orders showing a slight decline. But this did not affect unduly the British exhibitors particularly since many of them come to Nuremberg not primarily to sell to the German market (even though this is now Britain's best export market for toys) but to book orders with the third countries. Almost without exception the British exhibitors were well pleased with the results. That many of them have been visiting Nuremberg regularly now for many years is indicative of this continuing success. British toys have won for themselves the reputation of being not only competitive in price and offering optimum play value but, moreover, of being safe in use and sound in construction.

'British toys safe and sound', a slogan which is to be adopted by the industry was indeed one of the main themes at a highly successful press conference which the British Toy Manufacturers' Association arranged for the first Monday of the fair. Host at the conference was Mr. Arthur Katz, vice-president of BTMA and the guest of honour was Mr. G. H. Baker, HM Consul-General, Munich. Mr. G. Needham, HM Consul (Information), also attended. Good press, radio and television coverage of the British exhibitors was achieved.

Other countries represented at Nuremberg included Italy, Austria, France, Japan and the United States. A group of Canadian manufacturers who exhibited in 1966 decided against returning to this year's fair. The USSR, Czechoslovakia, Poland, Rumania, Hungary and Yugoslavia also displayed a few items but reports are that the amount of business done was modest.

There can now be little doubt that the organizer's claim that Nuremberg is the largest toy fair in the world is true. It boasted this year 1,186 exhibitors of which 775 were West German and the remaining 411 from 28 different countries; it offered a total of 31,000 square metres *net* exhibition space and attracted the record number of 19,801 buyers. Of these 5,347 came from 67 different countries.

Moreover, with the phenomenal growth of Nuremberg as a fair so have grown with it problems which still have to be solved. Hotel accommodation is still very difficult and, in spite of the erection of a new hall which was used for the first time in 1966, exhibition space continues to be a problem. Many British firms have been endeavouring to increase the size of their stands for several years but immediate prospects are bleak. According to Herr Fritz Drescher, director of the fair, 138 German and foreign firms (including quite a number from Britain) had to be turned away this year because of space shortage.

Another problem which has come very much to the fore over the last few years is the difficulty which buyers are finding in being able to cover the fair effectively in the five days, Sunday to Friday, at their disposal. In order to ease the position somewhat the fair will, in future, be open for business a day earlier, i.e. from Saturday, February 10 to Friday, February 16, 1968.

Nevertheless, Nuremberg has established itself as the Mecca of toy manufacturers and buyers the world over and will continue to attract (space permitting) a steadily increasing stream of British firms who hitherto have found their visit so worthwhile and profitable.

United Kingdom firms interested in exhibiting at the next fair should contact either the British Toy Manufacturers' Association, Regent House, 89 Kingsway, London, W.C.2, or the organizers direct at Spielzarenmosse GmbH, 85 Nuremberg, Berlinerplatz 24.

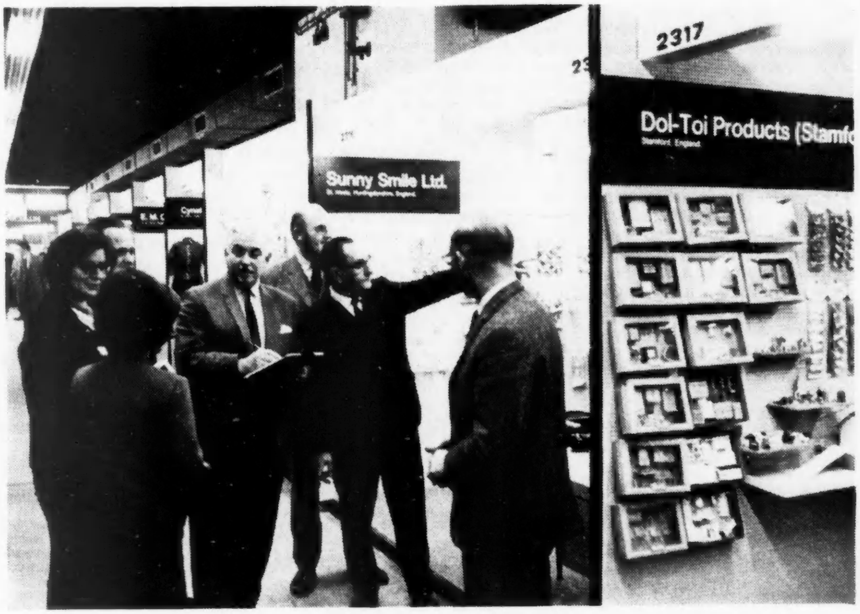
PUBLICITY OVERSEAS FOR UK TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official British Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance**—*two clear months is a minimum notice—and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Publicity material for Commercial Representatives in more distant countries should be despatched **by air-mail,** *since delivery to some countries by surface mail can take up to two months.*

The Commercial Representatives should be told whether the publicity material sent to them is receiving any separate distribution in the country concerned.



A record number of buyers (19,801) visited the 18th International Toy Fair at Nuremberg during its five-day run from February 12 to 17. Many visitors claimed that this is too short a time to take in all that the 1,186 exhibitors had to offer and the organizers have decided to extend the 1968 fair to six days. The British Toy Manufacturers' Association again mounted a joint venture display for their members with assistance from the Board of Trade.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and East Germany

THE *Board of Trade Journal* of February 17, 1967 reported that the Confederation of British Industry and the East German Chamber of Foreign Trade had negotiated a trade arrangement for 1967.

The respective authorities of the two parties have agreed to issue the necessary import licences. The value of any licences already issued for 1967 will be offset against the respective quotas as reproduced below.

This trade arrangement for 1967 supersedes the pro-rata arrangement for the period January 1, 1967 to June 30, 1967 which was reported in the *Board of Trade Journal* of June 24, 1966.

List A – United Kingdom Exports
January 1, 1967 – December 31, 1967

Part I

General facilities up to a value of £14.59 million f.o.b. will be given for exports of United Kingdom goods not contained in Part II of this list and will be given especially for the following types:

Fish meal of United Kingdom origin or manufacture
Barley
China and ball clay
Chemicals and pharmaceuticals not elsewhere specified, including anti-oxidants, oil additives and lubricants, cable insulating oils and pastes, chlorinated paraffin wax, plasticizer alcohols, silicones, tin oxide, nickel sulphate, nickel oxide, titanium dioxide, sodium perborate, rubber chemicals, spectrographically standardized substances, thermal insulation (85% magnesium, or asbestos or calcium silicate), light magnesium oxide, light magnesium carbonate, essential oils, flavouring essences and dyes for food
Dyestuffs and pigments
Printers' inks, paints, varnishes and carbon black
Plastic materials (other than transparent cellulose film for wrapping and similar purposes) and cellulose acetate flake
Transparent cellulose film for wrapping and similar purposes
Cotton yarns
Man-made fibres and yarns thereof
Agricultural and industrial tractors and agricultural machinery and parts thereof, road building machinery and other civil engineering equipment not elsewhere specified
Pulp and paper making machinery
Textile machinery (including hosiery and knitting machinery)
Printing machinery and machinery and equipment for the graphic arts
Chemical plant (including pumps, compressors, etc.) and plastic and rubber working machinery
Radio and television equipment
Telecommunications equipment
Machinery for moulding and manipulating glass
Machinery for making TV tubes, radio valves, electric light bulbs and fluorescent tubes, etc.
Ships' equipment, including chains for ships and ships' gear and other
Rolls for rolling mills, ball and roller bearings, castings and forgings, and rolling mill equipment
Industrial and marine engines and motors (including electrical)
Mechanical handling equipment, including cranes and similar equipment
Industrial trucks and works tractors
Packaging machinery
Oil fuel burning equipment
Tanning and leather machinery (including boot and shoe making machinery
Other plant, machinery and equipment (and parts therefor) including electric furnace plant, boilers and boilerhouse plant, brick, tile, pottery and clay-working machinery, commercial and industrial refrigeration equipment, electricity generating and distributing equipment, cement making machinery, office machinery (other than automatic data processing machinery), food machinery and welding equipment
Sheet, plate, safety, mirror and optical glass and miscellaneous glass for electronic and lighting purposes
Industrial control valves
Insulated and galvanized wires and cables
Aircraft and aircraft equipment, engines and parts
Automatic data processing machinery and equipment
Complete factories and plant
Iron and steel and semi-manufactures thereof
Non-ferrous metals and semi-manufactures thereof
Railway carriages and parts
X-ray and electro-medical equipment

Part II

The following specific quotas are established:

Item No.	Description	Value £'000 fob
1	Herrings (cured and frozen)	60
2	Herbage seed	40
3	Whisky and other spirits	75
4	Miscellaneous foodstuffs and beverages not elsewhere specified, including ketchup and sauces, processed cheese, canned salted nuts, peanut butter, canned and dried soups, preserves, soft drinks, roast coffee, coffee extracts and essences, cocoa powders, chocolate and sugar confectionery, biscuits and cereal breakfast foods, spices of United Kingdom origin or manufacture, white fish, canned fish, cod liver oil, malt	100
5	Breeding animals and birds	pm
6	Toilet preparations	10
7	Leather and leather goods	10
8	Rubber manufactures including thread (covered and uncovered), surgical manufactures and tyres and tubes	100
9	Wood veneers	50
10	Speciality papers, including tea bag paper and coated papers for cigarette tipping	10
11	Woollen fabrics	40
12	Textile manufactures not elsewhere specified including clothing, lace, narrow and wide elastic fabrics and man-made fibre fabrics	60
13	Hard fibre ropes (manila and sisal), trawl twine (natural and man-made), and nets and netting of natural and man-made fibres	5
14	Mohair yarns	50
15	Carbon products of various kinds	50
16	Refractory goods including crucibles and crusilite	10
17	Hand tools and engineers' small tools	15
18	Machine tools including presses, settle and foil making machines	300
19	Commercial vehicles and parts	500
20	Products of the passenger car, motor cycle and cycle industries (including components, replacement and production parts and accessories) and transport service equipment	30
21	Domestic radio and television equipment and gramophones	15
22	Clocks and watches and instruments and apparatus not elsewhere specified, including photographic apparatus, cinematograph projectors and cameras, optical instruments, electrical instruments (scientific and commercial), industrial, regulating, recording and controlling instruments, precision measuring instruments, petrol and oil metering devices, scientific instruments, other medical and surgical instruments and appliances, electrical testing instruments	350
23	Exposed film	25
24	Pianos (including automatic) and other musical instruments and parts	15
25	Books, periodicals, transfers and gramophone records including language teaching records	75
26	Sports goods and games and toys of all kinds	15
27	Miscellaneous consumer goods not elsewhere specified including the following: Pressure cookers Costume and other jewellery Safety razors and blades Mechanical lighters Sewing machines Office furniture and appliances and stationers' sundries Wooden domestic furniture and bedding Electric lamps and domestic electrical appliances including refrigerators and washing machines and parts Film, unexposed, photographic paper and X-ray films Cutlery and other domestic hardware	200
	Total	2,210

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Mr. Philip Ingleson (left), chairman of Chair Centre Limited, and formerly with the British Trade Commissioner Service, with Mr. Geoffrey Miles (centre), First Secretary (Commercial), British Embassy, and Mr. Frank McKevitt, secretary, International Trade Promotion Centre, at the official opening of the International Trade Promotion Centre in Dublin last month.

List B – United Kingdom Imports

January 1, 1967 – December 31, 1967

Section I

Quota No.	Description	Value £'000 cif
1	Hosiery and knitting machines (including domestic types), other textile machines including knitting needles, accessories and spares, steaming dummies, machinery for the leather and shoe industry (of which not more than £100,000 for machines for fabric production)	300
2	Sewing machines (domestic and industrial) and parts	125
3	Miscellaneous machinery not elsewhere specified (including machine tools of which not more than £150,000 for any one type of metal working machine tool) subject to type	1,200
4	Agricultural machinery with or without power drive, including parts and accessories thereof	110
5	Paper converting machinery, printing and allied machinery, bookbinding machinery and parts thereof	350
6	Typewriters, calculating machines (including key set calculators), accounting and invoicing machines and book-keeping machines (of which not more than £120,000 for typewriters)	360
7	Photographic and cinematographic apparatus, cameras and equipment, including lenses	490
8	Optical instruments, including lenses and optical elements, refracting telescopes, astronomical instruments, microscopes, optical appliances and instruments, optical surveying instruments. Industrial process measuring and control and scientific instruments. Gauges and measuring instruments of precision, of the types used in engineering machine shops and viewing rooms, including precision drawing, marking-out and mathematical calculating instruments	320
9	Clocks and watches, including electric wrist watches (of which not more than £10,000 for mechanical clocks)	30
10	Hand tools and engineers' small tools, tool boxes, abrasive materials	40
11	Aluminium hollow-ware, cutlery and metal household articles (other than hollow-ware)	30
12	Oil stoves, including spirit and paraffin cookers (subject to type)	5
13	Bicycle parts and accessories and accessories for motor vehicles	15
14	Tyres and tubes	15
15	Motor cars, including commercial vehicles, and spare parts	530
16	Wireless sets and parts (other than valves), radiograms and tape recorders (of which not more than £16,000 for transistorized wireless sets)	80
17	Wireless valves	40
18	Line telecommunication equipment	20
19	Domestic electrical and heating apparatus (including washing machines), electric light fittings (excluding lamp bulbs and tubes) (of which not more than £20,000 for electric light fittings)	40
20	Leather goods and similar goods made of synthetic or other artificial materials and travel goods, including rucksacks and evening bags	120
21	Sports and camping goods not elsewhere specified (of which not more than £7,500 for tents and sleeping bags made wholly or mainly of cotton and not more than £7,500 for fishing tackle)	65
22	Sports boats, including outboard motors	70
23	Sporting guns (including spare parts)	20
24	Educational appliances (subject to type)	22
25	Table decorations	15
26	Artificial flowers, foliage or fruit (of which not more than £35,000 for items of textile materials)	55
27	Soap, candles and cosmetics	10
28	Domestic woodware, including hand-carved woodware and furniture	300
29	Brooms and brushes	70
30	Toys (including musical toys, dolls' prams and children's scooters)	100
31	Christmas tree decorations	35
32	Musical instruments, parts and accessories (of which not more than £15,000 for pianos and harmoniums)	230
33	Prams	23
34	Plastic household articles	25
35	Fancy goods and imitation jewellery (not elsewhere specified)	55
36	Technical porcelain goods	10
37	Table and fancy pottery (of which not more than £75,000 for ornamental ware)	140
38	Household glass, other than Christmas tree decorations (of which not more than £25,000 for glassware decorated by gold enamelling, cutting, etching, engraving or intaglio)	80
39	Illuminating glassware and glass for industrial purposes	30
40	Barometers and thermometers (excluding clinical thermometers)	5
41	Apparel not elsewhere specified, excluding footwear but including made-up furs, tracksuits and underwear (of which not more than £35,000 for apparel wholly or mainly of cotton)	65
42	Stockings and socks	40
43	Gloves	10
44	Footwear (other than of rubber)	10
45	Blankets and travel rugs (of which not more than £10,000 for those made of cotton and/or man-made fibres)	30
46	Piece-goods of wool or of wool and man-made fibres containing not less than 30% by weight of wool fibres	80
47	Linen goods (excluding towels and towelling)	5
48	Lace	10
49	Trimmings other than lace	20
50	Carpets (of which not more than £30,000 for carpets of materials other than wool or animal hair)	320
51	Paper and board and manufactures thereof (other than paper stationery)	30
52	Stationery including calendars, beer mats, stamped and embossed articles, carnival articles, pencils (of which not more than £20,000 for playing cards)	35
53	Books and periodicals, stamp albums and art prints	170
54	Films, exposed	20
55	Films, unexposed, photographic paper and X-ray films	35
56	Chemicals including pharmaceutical chemicals and plastic materials (subject to type)	650
57	Kainit	160
58	Paraffin wax	220
59	Grass seeds, all sorts, subject to quality control	40
60	Various foodstuffs, including biscuits, sweets, alcoholic liquors, spirits and beers, mustard, soups, preserved fruits and vegetables (subject to type)	50
61	Miscellaneous (subject to type)	220
	Total	7,800

Section II

The following figures represent targets which may or may not be reached or surpassed, but imply no binding obligations on either side:

Muriate of potash	£3·5 million
Various goods included in the United Kingdom OGL list	£5·5 million

Hungary and Czechoslovakia

THE HUNGARIAN PRESS reported the signing of a trade protocol in Budapest between Hungary and Czechoslovakia covering the exchange of goods during 1967. The volume of trade in either direction is expected to increase by 13 per cent over 1966.

Hungarian exports to Czechoslovakia will include industrial and agricultural machinery, building and road-making machinery, machine tools and instruments, railway carriages, motor buses, electrical sub-stations, telecommunication components and other electrical equipment.

Czechoslovakia will in return export to Hungary agricultural machinery and tractors, machine industry products, building industry equipment, cranes and conveyors, chemical industry equipment, instruments, trucks, industrial fittings, cutting tools and pneumatic tools. Detailed information is not available.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 3463), quoting reference CRE 5465/G.

Tunisia and the Federal Republic of Germany

THE TUNISIAN *Journal Officiel* of February 3-7, 1967, announced the renewal, for a further year from January 1, 1967, of the trade agreement of 1960 between Tunisia and the Federal Republic of Germany. Quotas under the agreement remain unchanged.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449/50), quoting reference CRE 7341/G.

USSR and Poland

THE POLISH PRESS has announced that a trade protocol has been signed for the exchange of goods between Poland and the Soviet Union in 1967. The arrangements provide for a 16 per cent increase in the volume of trade in 1967.

The Soviet Union's exports to Poland will include machine tools, machinery for plastic working, metallurgical equipment, including installations for hot and cold sheet metal rolling, mining machinery, units for rolling stock, locomotives, motor cars and spare parts, tractors and agricultural machinery, equipment for the chemical industry, oxygen plants, hoisting machines, textile machinery, machinery for the printing and food industries, excavators and road building machines, electrical engineering products, radio and electronic equipment, bearings, raw materials, including coking coal, crude oil and oil products, natural gas, iron ore, manganese ore, chromium ore, pig iron, copper, aluminium and other non-ferrous metals, asbestos and timber, chemicals, grain and consumer goods.

In return Poland will export to the Soviet Union machine tools, complete industrial plants for the production of sulphuric acid, fertilizers and foamed polystyrene, production lines for fibre board, rolling stock and ships, ships' equipment, diesel engines, electrical engineering products, industrial fittings, mining and rolling equipment, textile machinery, road building machinery, laboratory equipment, farm machinery, clothing, knitwear, leather and plastic fancy goods, footwear, furniture, drugs, sports equipment, domestic electrical goods, agricultural products, raw materials, including hard coal, coke and zinc, dyes, paints and lacquers.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2258), quoting reference CRE 12022/G.

Rumania and China

THE RUMANIAN PRESS has reported that a Trade and Payments Agreement for the year 1967 was signed on February 14 between Rumania and China. On the basis of this Agreement, the volume of commercial exchanges between the two countries will increase in 1967 by comparison with previous years.

Rumania's exports to China will include equipment and spare parts for the oil industry, oil products, chemical products and other goods.

China will export to Rumania rolled steel goods, hard metal tips for metal working tools, machine tools, mineral products, chemical products, textile products, consumer goods and other products.

No further details are available.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2267) quoting reference CRE 4353/G.

Morocco and Switzerland

THE MOROCCAN *Bulletin Officiel* of January 25, 1967, announced the renewal, for a further year from January 1, 1967, of the trade agreement of 1957 between Morocco and Switzerland. Quotas under the agreement remain unchanged.

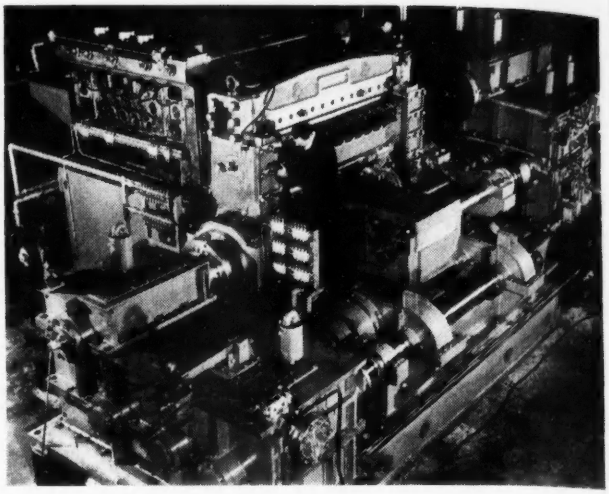
Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479/81).

Cyprus and East Germany

A PROTOCOL signed in Nicosia on February 3, 1967, between the Government of Cyprus and East Germany under the 1964 Trade Agreement, provides for the exchange of goods during the period from January 1, 1967, to December 31, 1967. The Protocol envisages trade between Cyprus and East Germany to the value of £750,000 in each direction.

Cyprus and Czechoslovakia

THE TRADE Agreement signed on February 6, 1962, between the Government of Cyprus and the Government of Czechoslovakia has been renewed for another year. It provides for an exchange of goods to the value of £1 million in each direction.



This 84-inch flying shear, weighing 128 tons, was built by Loewy Robertson Engineering Co. Ltd., a TI company, and delivered to the United States Steel Corporation Inc. in less than 10 months—a quicker delivery than was obtainable in the United States. The shear will cut steel strip up to more than a $\frac{1}{4}$-inch thick into accurate lengths while the strip is moving at speeds up to 350 ft./min.

Cyprus and Bulgaria

UNDER THE 1962 Cyprus/Bulgaria Trade and Payments Agreement, the Governments of Cyprus and Bulgaria signed a Protocol in Nicosia on January 27, 1967. The Protocol envisages trade between Cyprus and Bulgaria to the value of £640,000 in each direction during the period from January 1, 1967, to December 31, 1967.

Cyprus and Hungary

FOLLOWING an exchange of letters earlier this year between the Ministry of Commerce and Industry, Nicosia, and the Hungarian Embassy in Athens, the Trade and Payments Agreement between Cyprus and Hungary has been renewed for another year. This agreement provides for an exchange of goods to the value of £520,000 in each direction.

Amendments to the consolidated list of goods subject to strategic embargo

THE FOLLOWING amendments, to take effect from March 15, should be incorporated in the complete list which was published in the *Board of Trade Journal* on August 19, 1966:

Atomic Energy List

AEI. Add to the Note:

(4) *up to* 1/100 *microcurie of materials embargoed by* (c), (*d*), (*e*), (*f*) *and* (*h*) *above.*

Group A. Metal-Working Machinery

1072. Delete 1072 (c) and (d) and the Note and substitute:

(c) Hydraulic presses, not elsewhere specified, with total rated forces of over 10,000 tons.

Note: The Export Licensing Branch, provided they are satisfied that the presses are not specially designed for use in forming aircraft, missile or space vehicle parts, or for use in powder metallurgy or ceramics production, will consider applications for licences for exports of vertical presses having a total rated force less than 15,000 tons and for licences for the export of normal amounts of equipment covered by part (e) below to service presses exported under the first part of this Note.

(d) Isostatic press systems as follows:
  (1) capable of achieving a maximum working pressure of 20,000 pounds per square inch or greater and possessing a chamber cavity with an inside diameter in excess of 16 inches, or
  (2) capable of achieving a maximum working pressure of 5,000 pounds per square inch or greater, and having a controlled thermal environment within the closed cavity, except those possessing a chamber cavity with an inside diameter of less than 5 inches and which are also capable of achieving and maintaining a controlled thermal environment only between +176° Fahrenheit (+80° Centigrade) and −31° Fahrenheit (−35° Centigrade).
    Note: Isostatic press systems are those systems capable of pressurizing a closed cavity through various media (gas, liquid, solid particles, etc.) to create equal force in all directions within the cavity upon a workpiece or material.
(e) Control equipment, accessories and parts which are specially designed for the above presses.

Group C. Electrical and Power Generating Equipment

1203. Add to 1203 (d) (ii):
excluding furnaces with a workpiece space of not more than 13,000 cubic centimetres and designed to operate at temperatures not higher than 3,452° Fahrenheit (1,900° Centigrade), and furnaces with a workpiece space of not more than 3,200 cubic centimetres with no single dimension (length, width, height or diameter) of that space in excess of 10 inches and designed to operate at temperatures not higher than 4,172° Fahrenheit (2,300° Centigrade).

Group D. General Industrial Equipment

1353. Delete 1353 and substitute:
1353. Cable making machinery capable of manufacturing cables subject to embargo under item 1526 (Group F) below.

1355. Delete sub-heading 1355 (b) and substitute:
(b) For semi-conductor devices, for electronic equipment and components subject to embargo under Item 1564 (a) and for parts, materials and sub-assemblies thereof:
Delete 1355 (b) (2) and substitute:
  (2) Equipment for slicing, dicing, scribing, slice breaking, probing, testing and/or sorting.
Delete 1355 (c) and substitute:
(c) For depositing or printing on insulating materials or otherwise forming, *in situ*, component parts other than basic wiring.

Group F. Electronic Equipment, including Communications and Radar

1516. Delete 1516 (a) and substitute:
(a) Panoramic radio receivers (being receivers which search automatically a part of the radio-frequency spectrum and indicate the signals received); except ancillary equipment for commercial receivers, with which the frequency spectrum searched does not exceed either ± 20 per cent of the intermediate frequency of the receiver or ± 2 megacycles per second.

1519. Add the following Note to 1519:
Note: This item is not intended to embargo facsimile equipment.

1520. Delete 1520 (a) (iii) and substitute:
(iii) for other than fixed service.

1521. Add the following Note to 1521 (e):
Note: The Export Licensing Branch will consider applications for licences for the export of continuous wave, helium-neon gas lasers operating in the visible spectrum, intended for educational purposes, and with a rated minimum output power not exceeding 0.5 milliwatts.

1527. Delete Note 2 and substitute:
(2) *This item is not intended to cover simple coding devices or equipment only ensuring the privacy of communications.*

1564. The Note to 1564 (a) should be numbered 1 and the following Note 2 should be added:
  (2) *Sub-item (a) is not intended to embargo electronic equipment designed and manufactured for individual home use (such as radio and television receivers, tape recorders for voice and music), hearing aids and equipment for use in radio and television broadcasting studios.*

1572. Add to Note 2 to 1572 (a):
Applications will also be considered for licences for magnetic tape for such recorders not to exceed 10 reels of not more than 2,400 feet per reel to accompany each recorder and not to exceed 40 reels per year per recorder subsequently.

1635. Delete 1635 and substitute:
1635. Iron and steels, alloyed as follows:
  (a) Containing 10 per cent or more molybdenum (but more than 5 per cent molybdenum in any alloys containing more than 14 per cent chromium), or
  (b) Containing 1.5 per cent or more niobium and/or tantalum;
  (c) Nickel bearing stabilized steels, not elsewhere specified, having a total of 38 per cent or more of alloying elements, except such steels containing less than 0.4 per cent titanium or less than 0.8 per cent niobium-tantalum.
    Note: For the purpose of calculating the 38 per cent cut-off, the maximum of the range specified for each element is to be taken. In the absence of a specified maximum for titanium or niobium-tantalum, the figure of 0.4 per cent shall be used to indicate the presence of titanium or 0.8 per cent for niobium-tantalum. The 38 per cent cut-off must not be exceeded to take account of manufacturing or other tolerances. Alloying elements means all constitutents other than iron.
  (d) Precipitation hardening steels containing 4 per cent or more nickel.

1658. Delete 1658 (a) and substitute:
(a) Molybdenum metal and alloys containing 90 per cent or more molybdenum, except molybdenum metal wire or molybdenum alloy wire.

1757. Add to 1757 (a):
Note: The Export Licensing Branch will consider applications for licences for the export of doped monocrystalline silicon as follows:
  (a) N type with a resistivity between 70 ohm x cm and 200 ohm x cm.
  (b) P type with a resistivity between 100 ohm x cm and 500 ohm x cm.

Formalities for visitors to Venezuela

THE BRITISH EMBASSY in Caracas report that many visitors, holders of ordinary transeunte visas, are unaware of the Venezuelan requirements for income tax clearance (including payment of income tax) and for payment of an exit tax. Obtaining income tax clearance may take as much as three days, and there is nothing the Embassy can do to help. Details are set out in the Board of Trade publication *Hints to Business Men visiting Venezuela*, a new edition of which will be issued shortly.

Hints to businessmen visiting Mocambique and Angola

A REVISED edition of the booklet on Moçambique and Angola has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4, Tel. City 5757, Ext. 7146, or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 *and* 406. *Telex 25977 AB: Bothillgate, Ldn.) Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.*

ANGOLA

(46/67) Buses for Municipalizados de Transportes Collectivos. June 2. E.S.B. 9924/67.*

ARGENTINA

(44/66) Oil Pipe Line for Yacimientos Petroliferos Fiscales (Further Information.) Closing date postponed to April 18. E.S.B. 31640/66.

AUSTRALIA

(46/67) Postmarking Machines for Postmaster General's Department. May 18. E.S.B. 9351/67.*

BURMA

(44/67) Workshop Equipment for Director of Procurement. Closing date not stated. E.S.B. 9611/67.*

Electricity Supply Board:
- **(41/67) G. I. Wires.** April 5. E.S.B. 8638/67.
- **(41/67) Belts and Belt Lacing.** April 4. E.S.B. 8640/67.*
- **(41/67) Packing Material: Paper and Board.** March 31. E.S.B. 8639/67.*

Myanna Export Import Corporation:
- **(41/67) Pig Iron.** March 28. E.S.B. 8635/67.*
- **(41/67) Flashlight Bulbs and Batteries.** March 31. E.S.B. 8700/67.*
- **(42/67) Steel Sheets.** March 29. E.S.B. 8663/67.*
- **(44/67) Flashlight Bulbs and Batteries.** (Correction.) E.S.B. 8700/67.*
- **(46/67) Ferrous and Non-Ferrous Materials.** April 6. E.S.B. 9971/67.

(43/67) Machine Tools for People's Engineering Industry. March 31 E.S.B. 8661/67.*

People's Oil Industry:
- **(41/67) Files: Hacksaw Frames.** April 15. E.S.B. 8634/67.*
- **(41/67) Spraying Gun Spare Parts.** March 31. E.S.B. 8641/67.*
- **(42/67) Machinery Spare Parts.** April 10. E.S.B. 8665/67.*
- **(42/67) Hand Tools.** April 15. E.S.B. 8676/67.*

(42/67) Driving Chain for Steel Mill, Ywama. March 31. E.S.B. 8664/67.*

CEYLON

(43/67) Electricians' Joinery for Department of Government Electrical Undertakings. April 18. E.S.B. 9353/67.

(44/67) Bicycles for Government Stores Department. April 4. E.S.B. 9361/67.

(45/67) Construction of Apartments for Ministry of Labour Employment and Housing (Further Information.) Closing date postponed to April 18. E.S.B. 46201/66*

(45/67) Service Bay Equipment for State Engineering Corporation of Ceylon (Further Information.) Tender documents now available. E.S.B. 9360/67.*

COSTA RICA

(45/67) Automatic Telephone Exchange for El Banco Nacional de Costa Rica (Further Information.) Further postponed to March 30. E.S.B. 48216/66.*

CYPRUS

(41/67) Veterinary Supplies for Department of Veterinary Services. April 1. E.S.B. 8586/67.*

(44/67) Clothing: Footwear: Bedding for Directorate of Contracts. April 15. E.S.B. 9629/67.*

FORMOSA

Central Trust of China:
- **(43/67) Press Feeding Apparatus.** March 30. E.S.B. 9311/67.*
- **(43/67) Strong Room Doors.** March 28. E.S.B. 9315/67.*
- **(43/67) Chemical Cotton.** March 27. E.S.B. 9316/67.*
- **(43/67) Metal Tubes and Tube Sheets.** March 22. E.S.B. 9317/67.*
- **(45/67) Automatic Dating Devices.** March 23. E.S.B. 9907/67.*
- **(46/67) Generator Set.** March 30. E.S.B. 9906/67.*
- **(46/67) Lactose.** April 10. E.S.B. 9912/67.*
- **(46/67) Testing Equipment.** March 31. E.S.B. 9919/67.*

GREECE

(44/67) Loader for Ministry of Trade. March 31. E.S.B. 9389/67.*

Public Power Corporation:
- **(42/67) Automatic Telephone Exchange.** March 31. E.S.B. 8564/67.
- **(42/67) Hydraulic Cranes.** April 4. E.S.B. 8578/67.
- **(42/67) Hardware.** March 28. E.S.B. 8595/67.
- **(43/67) Cable.** Closing date postponed to March 27. E.S.B. 47908/66.
- **(43/67) Portable Oil Cleaning Machine.** March 30. E.S.B. 8602/67.
- **(43/67) Hydraulic Platform.** April 7. E.S.B. 8557/67.
- **(43/67) Distribution Accessories.** March 27. E.S.B. 8559/67.
- **(43/67) Electronic Instrument.** March 28. E.S.B. 8560/67.
- **(43/67) Screws.** March 30. E.S.B. 8563/67.
- **(43/67) Electric Bulbs.** March 28. E.S.B. 8565/67.
- **(43/67) Copper Conductor.** April 1. E.S.B. 8579/67.
- **(44/67) Generators.** April 5. E.S.B. 9385/67.
- **(44/67) Telephone Equipment.** March 23. E.S.B. 8596/67.
- **(44/67) Insulator Support.** March 31. E.S.B. 9377/67.
- **(44/67) Connectors with Parallel Grooves.** April 3. E.S.B. 9378/67.
- **(44/67) Oil Testing Apparatus.** April 3. E.S.B. 9380/67.
- **(44/67) Testing Apparatus.** March 31. E.S.B. 9381/67.
- **(44/67) Laboratory Apparatus.** March 29. E.S.B. 9382/67.
- **(44/67) Topographic Instruments.** March 31. E.S.B. 9383/67.
- **(44/67) Weighing Machines.** April 6. E.S.B. 9373/67.
- **(44/67) Voltage Regulator.** March 28. E.S.B. 9374/67.
- **(44/67) Earthing Apparatus.** March 22. E.S.B. 9375/67.
- **(44/67) Suspension Clamps.** April 8. E.S.B. 9376/67.

INDIA

(44/67) Hydraulic Transmission for Beas Purchase Organisation (Further Information.) Tender documents now available. E.S.B. 2874/67.*

Bhabha Atomic Research Centre:
- **(44/67) Steam Generating Plant.** (Further Information.) Tender documents now available. E.S.B. 8330/67.*
- **(44/67) Vapour Blast Unit.** (Further Information.) Tender documents now available. E.S.B. 8329/67.*
- **(44/67) Potentiometer.** (Further Information.) Tender documents now available. E.S.B. 8328/67.*

(41/67) Power Press for Directorate General of Supplies and Disposals. March 30. E.S.B. 8617/67.*

(45/67) Technical Services for Chemical Plant for Durgapur Chemicals Ltd. April 15. E.S.B. 9699/67.

(44/67) Construction of Earthen Dam for the Government of Maharashtra. April 12. E.S.B. 9634/67.

Gujarat Electricity Board:
- **(41/67) Conductor.** March 27. E.S.B. 8612/67.
- **(41/67) Lightning Arresters.** April 3. E.S.B. 8615/67.*
- **(42/67) Conductor.** April 11. E.S.B. 8613/67.
- **(42/67) Lightning Arresters.** March 29. E.S.B. 8614/67.*
- **(43/67) Travelling Overhead Crane.** (Further Information.) Tender documents and drawings now available. E.S.B. 6792/67.*

(45/67) Construction of Jetty Wall for Kandla Port Trust. April 24. E.S.B. 9632/67.

Western Railway:
- **(46/67) Route Relay Interlocking System.** April 19. E.S.B. 9660/67.
- **(46/67) Route Relay Interlocking System.** April 19. E.S.B. 9661/67.

IRAQ

(41/67) Mild Steel Bars for Iraqi Ports Administration. March 23. E.S.B. 8644/67.

(41/67) Overhead Line Materials for Posts, Telegraphs and Telephones Administration. May 6. E.S.B. 8646/67.

(41/67) Sewer and Pumping Stations for Sewerage Board (Further Information.) Closing date postponed to May 20. E.S.B. 44133/66.

IRISH REPUBLIC

(45/67) Fire Engine for Clonmel County Council. April 26. E.S.B. 9905/67.

(45/67) Fire Fighting Appliances for Kilkenny County Council. April 12. E.S.B. 9700/67.

(43/67) Water Treatment Plant for Tipperary County Council. March 22. E.S.B. 9602/67.

ITALY

(44/67) Radio Materials and Tubes for Headquarters, Allied Land Forces Southern Europe, Verona. March 22. E.S.B. 9628/67.*

JAMAICA

(43/67) Structural Steel for Jamaica Public Service Co. Ltd. (Further Information.) E.S.B. 6700/67.*

JORDAN

Natural Resources Authority:
- **(43/67) Well Screen Materials.** March 28. E.S.B. 9318/67.*
- **(43/67) Pipe Casing.** March 28. E.S.B. 9319/67.*
- **(43/67) Drive Pipe.** March 28. E.S.B. 9321/67.*

KENYA

E.A. Posts and Telecommunications Administration:
- **(43/67) Telephone Equipment.** (Further Information.) March 29 E.S.B. 7296/67.
- **(44/67) Telephone Exchange Equipment.** (Further Information.) Tender now issued, closing date May 2. E.S.B. 8344/67.
- **(46/67) Telecommunications Equipment.** (Advance Information.) Closing date not known. E.S.B. 9962/67.

KUWAIT

(43/67) Vocational Training Equipment for International Labour Office. March 25. E.S.B. 9390/67.*

LIBYA

(45/67) Construction of Water Distribution System for Barce Reconstruction Organization. April 12. E.S.B. 9646/67.

(42/67) Radio and Electrical Equipment for Civil Aviation Department. April 10. E.S.B. 8652/67.

(42/67) Construction of Power Station for Ministry of Public Works. April 10. E.S.B. 8651/67.

(43/67) Radio Stations for Ports and Lights Department. Closing date postponed to April 10. E.S.B. 49209/66.

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†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as* 500 *calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than* 100 *countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs* only £10 10s.

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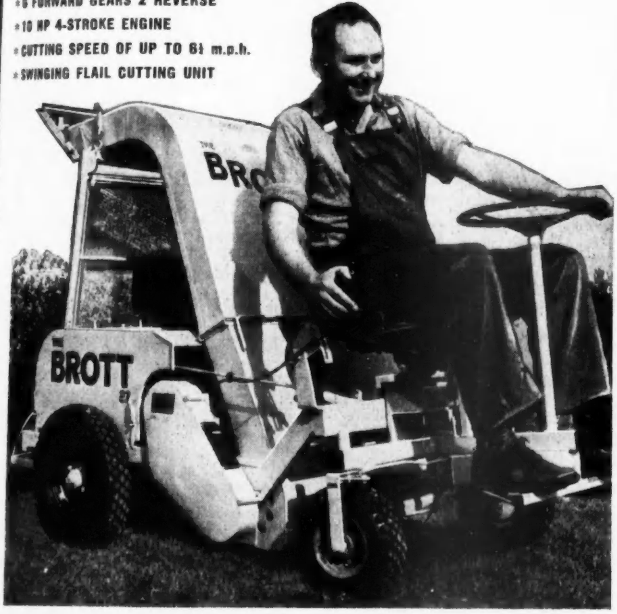

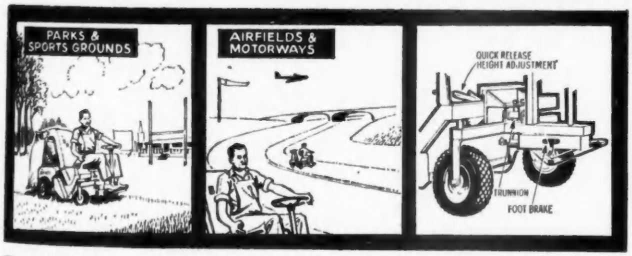

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This 36ft. 5in. long Leyland Atlantean is one of 50 double-deckers and 200 Leyland Panther single-deckers ordered by Stockholm Tramways. The £2½ million fleet will enter service in September, when Sweden changes from British style left-hand driving to the continental right-hand drive. It is the largest bus ever built in Britain, and features include power assisted steering, fully automatic transmission, air suspension, roof level exhaust, a radio link with base, public address system and exit doors operated by a photoelectric cell under the control of the driver. Each double-decker has seats for 71 passengers and has two staircases to the upper deck.

Morgan Refractories Limited have received an order from the USSR for about £10,000 worth of Supamore sillimanite 'expendables' for glass feeders being installed in the new factories being constructed to manufacture television tubes. Those portions of the feeder which are exposed to extremes of thermal shock and abrasion are commonly referred to as 'expendables' or sometimes as 'contact ware.' Photograph shows the order being packed at the firm's factory in Neston, Wirral, Cheshire.

MALAWI

(45/67) Road Construction for Ministry of Works and Supplies (Further Information.) E.S.B. 4651/67.

MALAYSIA

(43/67) Diesel Locomotives for Sabah State Railways. April 12. E.S.B. 9344/67.*

MALTA

Treasury:
(44/67) Blood Bank Unit. March 29. E.S.B. 9605/67.*
(44/67) Tapping Ferrules. March 29. E.S.B. 9642/67.*
(44/67) Blankets. March 29. E.S.B. 9400/67.*
(44/67) Carbon Paper. March 29. E.S.B. 9399/67.*
(44/67) Continuous Stationery. March 22. E.S.B. 9606/67.*

NETHERLANDS ANTILLES

(42/67) Airport Lighting Equipment for Administrator of Finance, Curacao. March 31. E.S.B. 6341/67.*

NETHERLANDS

Director of Waterways:
(43/67) Construction Works. April 4. E.S.B. 9372/67.
(43/67) Construction Work on Road. March 29. E.S.B. 9608/67.
(45/67) Construction of Earth Works. March 29. E.S.B. 9928/67.
(45/67) Construction of Viaducts. March 28. E.S.B. 9929/67.

NEW ZEALAND

(44/67) Electronic Valves for General Post Office. March 29. E.S.B. 9391/67.*

(41/67) Cable for Municipal Electricity Department, Wellington. March 24. E.S.B. 8627/67.*

(41/67) Cable for Wellington City Corporation. March 24. E.S.B. 8628/67.*

PAKISTAN

Directorate of Industries and Commerce:
(46/67) Sanitaryware. April 7. E.S.B. 9676/67.
(46/67) Distilling Units. April 6. E.S.B. 9675/67.
(46/67) Gas Analysis Equipment. March 27. E.S.B. 9669/67.
(46/67) Plumbers Tools. April 8. E.S.B. 9677/67.
Directorate of Supply, Dacca:
(42/67) Soil Testing Equipment. May 3. E.S.B. 8693/67.*
(42/67) Nylon Twine. (Further Information.) E.S.B. 6797/67.
(42/67) Vertical Pumps. (Further Information). Closing date postponed to March 27. E.S.B. 2453/67.*
(43/67) Film Developing Plant. March 30. E.S.B. 8674/67.*
(43/67) Asphalt Testing Equipment. May 1. E.S.B. 8695/67.*
(43/67) Scientific Instruments. May 2. E.S.B. 8694/67.*
(44/67) Laboratory Equipment. March 25. E.S.B. 9639/67.*
(44/67) Chemical Balance. March 29. E.S.B. 9333/67.
(44/67) Workshop Equipment. March 28. E.S.B. 9332/67.
(45/67) Hospital Equipment. March 30. E.S.B. 9665/67.*
(45/67) Lighting Fixtures. March 25. E.S.B. 9666/67.*
(45/67) Hospital Equipment. March 28. E.S.B. 9667/67.*

(44/67) Boiler Tubes for Pakistan Western Railway. March 27. E.S.B. 9664/67.

Water and Power Development Authority:
(45/67) Bearings Parts. March 27. E.S.B. 9925/67.
(45/67) Laboratory Equipment. April 3. E.S.B. 9927/67.

PHILIPPINES, REPUBLIC OF

National Waterworks and Sewerage Authority:
(41/67) Construction of Pumping Station and Reservoir. March 31. E.S.B. 8668/67.
(41/67) Construction of Feeder Mains. April 5. E.S.B. 8669/67.

SAUDI ARABIA

(46/67) Construction of Buildings for Ministry of Communications. April 30. E.S.B. 9953/67.

SOUTH AFRICA

South African Railways:
(44/67) Steam Heat Vehicles. May 5. E.S.B. 9615/67.
(44/67) Wharf Cranes. May 5. E.S.B. 9616/67.
State Tender Board:
(45/67) Semi-Conductors. March 22. E.S.B. 9659/67.*
(45/67) Cable. March 22. E.S.B. 9657/67.
(45/67) Rubber Thread Protectors. March 23. E.S.B. 9655/67.*
(45/67) Mobile Crane. March 31. E.S.B. 9658/67.*

SUDAN

(41/67) Wool Waste for Sudan Railways. April 3. E.S.B. 8606/67.*

THAILAND

(43/67) Grinding Machine for Directorate of Air Engineering. March 28. E.S.B. 9338/67.*

(43/67) Electric Meters for Metropolitan Electricity Authority. April 4. E.S.B. 8686/67.*

Provincial Electricity Authority:
(42/67) Insulator Switch. March 23. E.S.B. 9341/67.
(45/67) Overhead Line Hardware. March 22. E.S.B. 9696/67.*
State Railway of Thailand:
(42/67) Bogies. May 10. E.S.B. 9343/67.
(45/67) Steel Bar. March 28. E.S.B. 9693/67.
(45/67) Galvanized Steel Sheet. March 30. E.S.B. 9695/67.
(45/67) Strain Gauge Equipment. April 3. E.S.B. 9694/67.*

(43/67) Auto Transformers for Yanhee Electricity Authority. March 30. E.S.B. 9339/67.*

TRINIDAD AND TOBAGO

(43/67) Transmission System Protection Equipment for Trinidad and Tobago Electricity Commission. April 21. E.S.B. 9329/67.*

TURKEY

(44/67) Traffic Signalling System for Ankara Municipality. April 3. E.S.B. 8632/67.*

Naval Forces Command:
(42/67) Tractors. April 3. E.S.B. 8621/67.*
(42/67) Fork Lift Trucks. April 3. E.S.B. 8622/67.*
(42/67) Mobile Cranes. April 3. E.S.B. 8623/67.*

UAR (EGYPT)

(43/67) Freon Gas for Egyptian Railways. March 30. E.S.B. 9352/67.

URUGUAY

State Electricity Board:
(43/67) Insulators. April 13 and 21. E.S.B. 9348/67.
(43/67) Storage Insulators and Circuit Breakers. April 14 and 25. E.S.B. 9349/67.
(43/67) Tin. March 30. E.S.B. 9347/67.

ZAMBIA

Central Supply and Tender Board:
(42/67) Blood Storage Cabinet. March 31. E.S.B. 8385/67.*
(42/67) Overhead Line Fittings. March 31. E.S.B. 8386/67.*
(42/67) Co-Axial Cable. March 31. E.S.B. 8388/67.*
(44/67) Intercommunication System. April 14. E.S.B. 9650/67.*
(44/67) Sanitary Towels. March 31. E.S.B. 9651/67.*
(44/67) Trench Coats. March 31. E.S.B. 9652/67.*
(44/67) Cable and Cable Accessories. March 31. E.S.B. 9653/67.*

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Advertisement of Company Meeting

NATIONAL AND GRINDLAYS BANK LIMITED

LORD ALDINGTON REVIEWS 1966

The Annual General Meeting of National and Grindlays Bank Limited will be held on April 4, in London.

The following are extracts from the circulated statement by the Chairman, The Rt. Hon. Lord Aldington, PC, KCMG, CBE, DSO, for the year ended December 31, 1966:

Bearing in mind the disturbing conditions which we encountered in 1966 in so many countries in which we bank, and to which I shall draw your attention when I refer later to our position as an international bank, the consolidated net profit for the year is one on which we should congratulate our management and staff. Although both the net profits for the year and the total assets at the end of the year were lower than they were in 1965, each of those figures would in fact have shown an improvement on 1965 if the profit made at our branch in India, and our assets in India, had been converted into sterling at the old rate of the rupee, 13.33 to the £, instead of at the devalued rate of 21 to the £.

Consolidated profits at £1,293,000 compare with £1,444,100 for 1965. The figure has been reached in accordance with our usual practice and after deducting from the total business profit, taxation, depreciation and reserves for premises, pension fund contributions, provision for bad debts, share of profits due to minority interests and an appropriate transfer to inner reserves. This last transfer bears the same relation to the net business profit as did the corresponding transfer last year.

TAXATION

Mainly because the total profits of our branches in countries where the taxation rate is very high formed a smaller part of the world profits of the Bank, the total taxation to be provided for 1966 is at a slightly lower rate than for 1965.

Provision has been made for United Kingdom Corporation tax on the basis of a 40 per cent rate, but the actual amount to be provided is reduced by normal double taxation relief and by the special overspill relief provided for in the Finance Act, 1965. This is the first of the three years in which we enjoy 100 per cent overspill relief under that Act. We estimate that the full 100 per cent relief saves us this year something over £250,000.

I remain hopeful that steps will be taken in the next few years by the British Government to remove the penal effect of the new Corporation Tax system upon those who earn profits in high taxation countries overseas, most of them developing countries. Valuable emphasis has been made in recent months in important speeches particularly one by the former Governor of the Bank of England in the United States, on the importance, long-term, of British overseas investment. My colleagues and I well understand that it may become necessary from time to time to impose short-term restrictions on new overseas investment, but the system of Corporation Tax which has been adopted is designed not for the short-term but for the long-term, and if continued in its present form could do serious damage to the future of the nation's overseas earnings.

DIVIDENDS

The Directors have decided to recommend to you that the total dividend for 1966 should be the equivalent on the new capital of 17 per cent paid last year on the old capital. This amounts to 12¾ per cent and we have therefore recommended a final dividend of 6¾ per cent.

Of the total amount some 4 per cent on the old capital (3 per cent on the new) was declared and paid as a first interim dividend on April 1, 1966. In order that we should qualify for the full amount of overspill relief to which I have referred above, it is necessary that we should declare and pay a first interim dividend for 1967 of 4¾ per cent on our new capital before April 6. This we have decided to do, payment to be made on April 5. The size of this payment is dictated to us by the Taxation Law and it should not be taken as indicating a larger dividend distribution in respect of 1967; nor should it be assumed that the second interim dividend normally payable in October will be of as large an amount.

RESERVES

After the dividends have been paid in respect of 1966, there is a sum of £350,000 available for appropriation if the Bank's carry forward is not to be reduced. Out of this we have appropriated £100,000 to our published Reserve Fund and £250,000 to inner reserves. Due to the retained profits of our subsidiary companies the consolidated carry forward is increased by £67,600 to £437,200.

PREMISES

The Bank's balance sheet includes a figure for premises, furniture and fittings at cost less amounts written off and reserves at £4,291,400. These premises, which consist mostly of bank offices and partly of houses for the staff, are insured for a figure substantially more than that amount. In addition, many of the bank offices and some of the houses too are on sites which have considerable value. We have arranged for a professional valuation of all our premises and sites and when we have received it we will decide what alterations we ought to make in our accounts. I think it important that not only shareholders, our staff and our customers, but also Governmental authorities concerned should appreciate the full amount of capital involved in running an international bank such as ours.

Great strides have been taken in the last few years in bringing our overseas premises up to modern standards, including where appropriate full air-conditioning. The substantial amounts spent on our older premises in this way have been written off over the period of the work and have not been capitalised.

Substantial further expenditure will be necessary in order to keep up our competitive position particularly in relation to the rapidly expanding commercial banks of each of the countries where we operate. In my recent visits to our principal branches in Asia and Africa I have been impressed by the importance of the look and comfort of our offices, important both to our customers and to our staff.

ASSOCIATED COMPANIES

The Finance and Development Corporation had another good year, but its final profit for the year was reduced by the accounting need to write down the value of the Corporation's ordinary shareholding in an important new chemicals company in India following devaluation of the Indian rupee. When that new company is in full production, I confidently expect that the market value of the shares will soon make this provision unnecessary. My colleagues and I have recently reviewed the policy of the Finance and Development Corporation and have doubled its capital from £1 million to £2 million. We shall continue to finance through the Corporation investments and medium and long-term loans in enterprises of top priority in the countries where we operate and which are estimated to be commercially sound and profitable. Finance will be provided in sterling or local currency as circumstances require.

Wm. Brandt's Sons & Co. Limited has continued its reorganisation during the year and further progress has been made in co-ordinating parts of its business with the Bank's business. The inclusion of this long-established merchant bank in our group has already helped us to broaden our outlook as well as the facilities which we can offer our customers. I will hope to give you a fuller report next year of all we have in mind in this connection.

Exporters' Refinance Corporation has continued to fulfil the promise expected of it. The value to the Bank of its shareholding in ERC goes far beyond the return which we receive by way of dividend, 5 per cent last year. A special and efficient service is available to our customers in London and overseas and there is a valuable cross-fertilisation of ideas between the Bank and ERC to which I can bear witness as Chairman of each.

I must this year mention three other banks which are associated to our group. First the Addis Ababa Bank which now has branches in Asmara and Agaro, in addition to its head office and a branch in Addis Ababa, and which despite the costs of expanding into new branches had a profitable year in 1966. The Bank of South Arabia started business in November in Aden and it is now managed by one of our officers. We are glad to have a substantial minority interest in

(Continued on next page)

NATIONAL AND GRINDLAYS BANK LIMITED – (*continued*)

this Bank, an interest equal to that of the Chartered Bank. The Bank of South Arabia is the first bank to be set up by local interests in this area.

We have for some time been examining whether we should be represented in the Arabian Gulf. Opportunity arose last year for a small shareholding in the National Bank of Dubai which we were glad to take.

AN INTERNATIONAL BANK

In each of the last two years I have emphasised to you that our Bank is an international bank. The strength of our position lies not only in the wide ranging branch network overseas, but also in the London base. Our ability to offer our customers the services of Wm. Brandt's Sons & Co. Limited and the contacts which this merchant bank gives to the group, and added to the facilities which we can also offer to our customers from the Exporters' Refinance Corporation, are a very important part of the strength of our London base. Whilst we have built up these connections we have, at the same time, been increasing the London business of our City Office and our Head Office. Funds employed in London have risen from under £50 millions in 1961 to £117 millions at the end of 1966. In the last few years our operations in London have steadily expanded until in 1966 they earned after tax more than one third of the total profit of the Bank. These operations are connected with, but not solely confined to, our business in our overseas branches.

This expansion of our London business is important in itself because of the profits it earns, and because it gives us valuable experience which we can later apply to overseas countries in which we bank.

I wrote last year of the wide diversity of our business continuing to be a source of strength both in the business it generates and in the spread of risk, political and economic. But in the 12 months since I last wrote events beyond our control in a number of the countries in which we bank have presented us, as they have in most cases presented other banks too, with a serious challenge. In India there was the sharp devaluation of the rupee and the problems which followed. In Ceylon our hopes have not been fulfilled, a state of emergency has been declared, and strikes both in the banks and outside have made conditions very difficult. And in Aden a serious breakdown in law and order has imposed a great strain upon all our staff, who live in an atmosphere of bullets and grenade explosions. In Tanzania our business has been taken away from us by the nationalisation decision and by the Act of the Tanzanian Parliament which followed. Zambia and Rhodesia remain most directly affected by the consequences of Rhodesia's UDI. And last but not least of the problems created by man was the sterling crisis of last summer and the sharp corrective measures taken by our Government. In rather a separate category, but with as severe economic consequences, has been the failure of rains in Pakistan as well as India —I mention these matters here to show that even in years of great difficulty in nearly all the countries where we operate, the international character of our business and the experience we have of it enables us to carry on with reasonable success earning a profit after tax and usual deductions in sterling terms over 60 per cent greater than two years ago.

That success is mainly due to the policy of expanding our branch network (six new branches and some small offices since I last reported) and of widening the scope of our service which has been pursued in recent years. The kind of doubts that have been widely expressed about the future of the economy of India, and the more recent questioning of the growing confidence in the economies of the East African countries following the Tanzanian nationalisation measures, have of course led us to review our expansion policies. But the result of our reconsideration of policy in each of those countries, as also in Pakistan and Zambia, has been to confirm us in the belief that we should continue with expansion and further improvement of our services.

Looking back over the Bank's long history, there are more examples of damage done to the business, sometimes lasting damage, by hesitations or refusals to expand, than by actions that might have seemed at the time to be over-bold. We cannot, however, expect that we shall be able, or that it will be right for us, to expand in all the countries where we now work, at least in the immediate future. Conditions in Aden are more likely to result in some contraction of our business in that area. Conditions in Somalia do not favour expansion. And we still await the promised change in the law in Ceylon, as well as an improvement in economic conditions so that we can build up our business again there.

I have spoken mainly of the countries where we now operate. As I have told you, we have extended our interests in the last three years, first into Ethiopia and more recently into Dubai. In both cases this was done in association with local interests. We shall examine any opportunity open to us to apply the same pattern for an extension of our interests into other places.

If there is one general theme which I would select for 1966 it is the theme of priority for agricultural development. Last year in my comments on 1965 I gave you examples of spreading industrialisation. I have no doubt that all the main countries where we bank were right in 1966 to give definite priority to agricultural development, including of course the development of industries connected with agriculture, for example fertilisers and tractor production.

Patent Office publications: a valuable source of information

SPECIFICATIONS and abridgments published by the Patent Office provide a valuable source of information to all sections of industry wishing to keep in touch with the latest developments. These publications may be examined free of charge in the National Reference Library of Science and Invention (Holborn Division – in the Patent Office building), or supplied as required at the prices shown below. The Patent Office also provides other services associated with the selection and supply of information about inventions.

Every application for a patent must be accompanied by a specification which fully describes the invention and states clearly what is the monopoly claimed. After thorough examination within the Patent Office, including an investigation to test the novelty of the invention, specifications found acceptable are published at a standard price of 4s. 6d.

Abridgments of the specifications, prepared by the Patent Examiner, are also published in 25 groups, each of which covers a major field of manufacture. One bound volume of abridgments for each group is published at intervals of eight months (representing a complete series of 25,000 published specifications). These volumes are available at £6 12s. 6d. each, or £155 for the complete set. Abridgments are published weekly in pamphlet form, one pamphlet for each of the 25 groups. The pamphlets will be available within the seven days following the publication of the specifications to which they relate, and subscribers to this service (same price as for the complete volumes) will thus be kept right up to date with accepted specifications.

In order to facilitate the study of specifications relating to a particular subject, a detailed classification system is employed. The complete classification key which sets out this system is made up of 25 group units, each corresponding to one abridgment group, and each of these units is sub-divided through several levels of fineness. The result is a schedule composed of about 40,000 subdivisions under one or more of which every specification is indexed, and this index is printed on all specifications. Lists showing numbers of all specifications since 1911 indexed under any one of the sub-divisions, or under a combination of sub-divisions in certain fields of manufacture, may be obtained for prices ranging from £1 1s. to £5 5s. The appropriate unit of the key is bound into each abridgment volume and is associated with a subject-matter index to form a guide to the abridgments in that volume. The classification key itself may be purchased at 6s. 9d. per group unit or £8 for the complete set of 25 units. In order to help in locating subjects in the classification key, a reference index is available at £7 7s. This contains an alphabetical list of catchwords which relate to all aspects of inventive art, and indicates the part of the key under which relevant subject matter is classified.

As a further service the Patent Office will supply to subscribers all specifications, as they are published, which relate to any subject expressed in the classification key. The only charge made is that for the specifications so supplied.

The *Official Journal (Patents)* is published every Wednesday and, as well as official notices, contains a list of new patent applications and classified lists of accepted specifications. Single copies are 8s. each, and the annual subscription is £20 15s.

All of the above publications are available, post free, from the Sale Branch, Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent, who will also be glad to give advice. Current specifications are also available at the Sales Counter, Patent Office, 25 Southampton Buildings, London, W.C.2.

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Aden

(42/67) Inquiry for chinaware. E.S.B. 8972/67.

Algeria

(43/67) Inquiry for braille printing press; machinery for training blind operators. E.S.B. 8278/67.

(43/67) Inquiry for footwear materials. E.S.B. 9401/67.

(44/67) Inquiry for pewter ingots. E.S.B. 9023/67.

(44/67) Inquiry for surgical gauze production machinery. E.S.B. 9504/67.

Australia

(44/67) Manufacture under licence – absorption refrigeration plant; desalination plant. E.S.B. 9554/67.

(45/67) Special Advisory Authority. C.R.E. 492/67.

Austria

(42/67) Agency inquiry for building tools and materials. E.S.B. 9024/67.

(42/67) Agency inquiry for crockery; tableware. E.S.B. 8998/67.

(42/67) Agency inquiry for electro-medical appliances. E.S.B. 9061/67.

(42/67) Agency inquiry for handbags; smokers requisites; souvenirs. E.S.B. 9000/67.

(42/67) Agency inquiry for knitwear; shoes. E.S.B. 8999/67.

Bahamas

(43/67) Inquiry for cement fibreboard; glass; nails and screws; plywood; rags; steel water pipe. E.S.B. 9114/67.

Belgium

(43/67) Agency inquiry for gloves; handkerchiefs. E.S.B. 9042/67.

Bolivia

(42/67) Inquiry for cigarettes. E.S.B. 42981/66.

Brazil

(42/67) Inquiry for toys. E.S.B. 9105/67.

Canada

(42/67) Inquiry for cuff links; leather goods; manicure sets; menswear; neckwear. E.S.B. 8976/67.

(44/67) Inquiry for reproduction antique furniture. E.S.B. 8859/67.

(44/67) Hotel accommodation during the Universal and International Exhibition (EXPO '67) Montreal. E.S.B. 848/67.

Ceylon

(45/67) Inquiry for building construction materials. E.S.B. 8930/67.

Chile

(45/67) Inquiry for die forging plant. E.S.B. 5732/67.

(45/67) Inquiry for high tensile steel. E.S.B. 9893/67.

Colombia

(45/67) Inquiry for rock working machinery. E.S.B. 10009/67.

Denmark

(41/67) Agency inquiry for hydraulic and mechanical presses; plumbers' tools; sanitary ware; shearing machine. E.S.B. 8944/67.

Finland

(43/67) Agency inquiry for nuts and bolts; steel items; tubes; wire. E.S.B. 9106/67.

(45/67) Agency inquiry for glass fibre products. E.S.B. 9416/67.

(43/67) Inquiry for zinc anodes. E.S.B. 9106/67.

France

(42/67) Agency inquiry for leather. E.S.B. 9156/67.

(43/67) Agency inquiry for electric cables. E.S.B. 9271/67.

(45/67) Agency inquiry for ships equipment. E.S.B. 9769/67.

(42/67) Inquiry for aluminium alloys. E.S.B. 8779/67.

(46/67) Inquiry for children's wear; porcelain; pullovers; tableware; toys. E.S.B. 25841/64.

Germany, Federal Republic of

(46/67) Agency inquiry for suitings and coatings. E.S.B. 44008/66.

(43/67) Inquiry for dry cleaning equipment. E.S.B. 44628/66.

(44/67) Inquiry for safety devices. E.S.B. 6879/67.

(45/67) Inquiry for diesel motors. E.S.B. 9890/67.

Greece

(43/67) Agency inquiry for electric bulbs; hospital requisites. E.S.B. 9124/67.

(43/67) Agency inquiry for electrical equipment and accessories. E.S.B. 9199/67.

(43/67) Agency inquiry for sewing threads. E.S.B. 9270/67.

(43/67) Agency inquiry for textile fabrics. E.S.B. 9214/67.

(45/67) Agency inquiry for synthetic mixtures; worsteds. E.S.B. 9268/67.

Iran

(46/67) Inquiry for crystal ware; glassware vacuum flasks. E.S.B. 8710/67.

Israel

(44/67) Agency inquiry for dried milk. E.S.B. 6817/66.

(45/67) Agency inquiry for aluminium slabs and strips; brass rods; silicon sheets; steel sheets; tinplate. E.S.B. 36131/65.

(45/67) Agency inquiry for turnstile counters. E.S.B. 40218/66.

Italy

(41/67) Agency inquiry for microphones; radio electric measuring instruments; telecommunications equipment; telerecording equipment. E.S.B. 8130/67.

(45/67) Inquiry for tung oil. E.S.B. 9806/67.

Jamaica

(42/67) Agency inquiry for electric tools; fire-fighting equipment; first aid kits. E.S.B. 8955/67.

Jordan

(42/67) Inquiry for textile machinery. E.S.B. 8701/67.

Kenya

(45/67) Agency inquiry for cotton fabrics; shirtings. E.S.B. 28760/66.

(45/67) Inquiry for sprung steel. E.S.B. 9473/67.

Libya

(44/67) Inquiry for circuit breakers and switchgear; electrical conduit; lighting fittings; cables. E.S.B. 1047/67.

Malawi

(44/67) Inquiry for aluminium sulphate; sodium hypochlorite. E.S.B. 9511/67.

Malta

(45/67) Agency inquiry for outerwear. E.S.B. 8769/67.

Mexico

(42/67) Inquiry for plastics-working machinery; plastic raw materials. E.S.B. 8774/67.

(44/67) Manufacture under licence – hoists. E.S.B. 9278/67.

Morocco

(42/67) Inquiry in respect of broiler rearing station. E.S.B. 8408/67.

Morocco/Federal Republic of Germany

(44/67) Trade Agreement. C.R.E. 2780/G.

Morocco/Italy

(44/67) Trade Agreement. C.R.E. 3941/G.

Morocco/Japan

(44/67) Trade Agreement. C.R.E. 8302/G.

New Zealand

(45/67) Inquiry for non-electric door bells. E.S.B. 9859/67.

Nicaragua

(43/67) Inquiry for paper. E.S.B. 9113/67.

Nigeria

(44/67) Inquiry for decorticating machines. E.S.B. 9083/67.

North America

(45/67) Department store buyers visit London. E.S.B. 4763/67.

Pakistan

(45/67) Agency inquiry for machine tools. E.S.B. 4953/67.

(41/67) Inquiry for electrical products; steel plates and sheets. E.S.B. 8852/67.

(42/67) Inquiry for brass rods; steel sheets and rods. E.S.B. 8843/67.

(42/67) Inquiry for cellulose and paper wrapping; fishing twine; nylon yarn; printing machinery; printing inks; thermoplastic compounds; wire. E.S.B. 9062/67.

(42/67) Inquiry for iron and steel products. E.S.B. 9019/67.

(43/67) Inquiry for ball bearings. E.S.B. 9051/67.

(45/67) Inquiry for carbon blocks and brushes; machinery; dynamo manufacturing machinery. E.S.B. 2393/67.

(45/67) Inquiry for steel sheets; steel wire. E.S.B. 9543/67.

Peru

(45/67) Inquiry for brick making machinery. E.S.B. 8799/67.

Portugal

(42/67) Inquiry for drilling equipment. E.S.B. 8934/67.

(42/67) Inquiry for liquid gas production equipment. E.S.B. 8952/67.

Rumania

(45/67) Inquiry for atrazine manufacturing plant; cyanuril manufacturing chloride plant. E.S.B. 9585/67.

Saudi Arabia

(42/67) Inquiry for constructional equipment; road sign lighting; prefabricated housing. E.S.B. 9009/67.

Singapore

(42/67) Agency inquiry for handbags; millinery. E.S.B. 4401/67.

Sweden

(46/67) Agency inquiry for stainless steel. E.S.B. 8761/67.

(45/67) Inquiry for cotton yarns. E.S.B. 36209/66.

Switzerland

(45/67) Agency inquiry for synthetic fur coats; woollen and worsted fabrics. E.S.B. 9461/67.

(42/67) Inquiry for domestic holloware; paper handkerchiefs. E.S.B. 8953/67.

(45/67) Inquiry for nylon yarn. E.S.B. 10021/67.

Syrian Arab Republic

(42/67) Inquiry for cosmetic and toiletry containers; cosmetic raw materials. E.S.B. 9085/67.

(45/67) Inquiry for cotton ginning equipment. E.S.B. 9161/67.

Uganda

(46/67) Inquiry for bottle corks; pharmaceuticals. E.S.B. 10145/67.

United States of America

(42/67) Agency inquiry for data processing and computer equipment and supplies. E.S.B. 9221/67.

(41/67) Inquiry for bearings. E.S.B. 4873/67.

(42/67) Inquiry for boat hardware; shackles. E.S.B. 4897/67.

(42/67) Inquiry for electroplating nickel. E.S.B. 8954/67.

(43/67) Inquiry for textile machinery. E.S.B. 8812/67.

(44/67) Inquiry for electric logs for fireplaces. E.S.B. 9754/67.

(44/67) Inquiry for golf clubs. E.S.B. 9594/67.

(45/67) Inquiry for paper doilies. E.S.B. 9388/67.

(46/67) Inquiry for electric motors. E.S.B. 4941/67 and E.S.B. 4373/67.

(46/67) Inquiry for fishing line. E.S.B. 9825/67.

(46/67) Inquiry for hydraulic hose. E.S.B. 10076/67.

Various countries

(46/67) Visits by British overseas commercial representatives – further information. E.S.B. 6865/66.

Venezuela

(42/67) Inquiry for name tape machinery. E.S.B. 6233/67.

Yugoslavia

(45/67) Import Liberalization. C.R.E. 6189/4G.

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†For further details on the 'Export Service Bulletin' see page 674.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays, (Tel. City 5757, Ext. 368 or Telex No. 25977).

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
103/66	Introducing a countervailing duty on outdoor tomatoes imported from Bulgaria and Rumania	5d. (8d.)
109/66	On measures to be applied in the matter of prices for certain dairy products in Germany during the 1966/1967 season . . .	5d. (8d.)
122/66	Laying down the list of places in respect of which a transport allowance may be granted, the maximum amount of such allowances and the means whereby it is granted	8d. (11d.)
142/66	Determining the additional amount of the levy on farmyard poultry eggs in shells	5d. (8d.)

Rules of Competition—Restrictive Trading Agreements and Domination of Markets

THE *Journal Officiel des Communautés Européennes* No. 26, dated February 15, 1967, contains an announcement relating to the application by Harbison-Walker Refractories Company, of Pennsylvania, United States, for clearance of their agreement with Basref NV, of Geldermalsen, Netherlands, concluded on October 28, 1960. Interested third parties are invited to submit their observations within one month from February 15, 1967.

Particulars of this announcement may be obtained, if required, from Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2354/2355).

BELGO-LUXEMBOURG ECONOMIC UNION

Import duty tariff quotas

A BELGIAN Ministerial Order of February 20, 1967 (*Moniteur* Belge No. 39, of February 25), contains an **amendment** (reproduced below) to the list of goods to be admitted at a reduced rate of import duty up to an annual quota specified against each item when imported from **non-EEC** countries.

Goods imported under a duty tariff quota may **not** be re-exported from the Belgo-Luxembourg Economic Union in the condition in which they were imported.

Amendment

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)		Reduced Duty (Per cent)	
		OLD (Prior to January 1, 1967)	NEW (From January 1, 1967)	OLD (Prior to January 1, 1967)	NEW (From January 1, 1967)
Ex 16.05 A	Crabs of the varieties 'King,' 'Kanasaki' and 'Kegani' and shrimps of the variety 'Pandalus Platiceros Japonicus,' simply boiled and peeled or decorticated, including frozen, intended for the canning and bottling industry . .	215	365*	6	6

*Quota for the period from April 1, 1966, to March 31, 1967 [increased from 215 metric tons to 365 metric tons under the above-mentioned Ministerial Order].

Previous notices on the Belgo-Luxembourg Import Duty Tariff Quotas containing a reference to the above-mentioned item were published in the *Board of Trade Journal* of April 22, 1966, page 906, and of December 16, 1966, page 1541.

Imperial Aluminium Company Limited
TOTE BINS FOR POLAND
DODGE

Three hundred aluminium Tote bins, part of an order received by Tote Systems International, the materials handling division of the Impalco Aluminium Group, were officially handed over to Mr. S. Kurnicki, commercial attaché, at Leamington Spa last month. The bins will be used to handle carbon black at the new tyre factory at Olsztyn, Northern Poland. The picture shows (left to right): Mr. S. Kurnicki, Mr. A. H. Cooke, managing director, Tote Systems International; Dr. R. L. P. Berry, managing director, Impalco Aluminium Group; and Mr. W. Kobasa (partially hidden), representing Polimex, the State buying organization, inspecting the bins which were loaded on to 10 Impalco road vehicles and 23 wagons.

FRANCE

Modifications to French customs tariff

THE FRENCH *Journal Officiel* of February 25 announced the following amendments to the French customs tariff.

Tariff No.	Description	Rate of Duty per cent
03.02 A	Fish, salted, in brine, dried or smoked:	21% (1)
I	Whole, headless or sliced:	
c 2 y	Other than sardines.	
97.04	Equipment for parlour, table and funfair games for adults or children (including billiard tables and pintables and table-tennis requisites):	
B	Other:	
I	Coin or disc actuated machines of the kinds used in cafes, funfairs, etc., other than pintables and gambling machines.	22% (a) (2)

(1) The duty applicable to anchovies, salted or in brine, is reduced to 15% under the general duties, minimum tariff and suspended under the EEC regime.

(2) This duty is reduced to 17% for games of an educational type under the conditions and formalities laid down by the competent authorities.

The full French texts of these notices may be seen at the Export Services Branch, Board of Trade, Room E.13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479/480).

Modifications to import and export procedures

THE ABOLITION of most of the French exchange control regulations has resulted in substantial modifications to French import and export procedures.

The principal *Arrêté* of January 30 (published in the French *Journal Officiel* of January 31) states that the procedure and formalities connected with imports and exports into France imposed to meet French exchange control requirements are abolished. As from January 31, 1967, residents in France may transfer funds in settlement of goods purchased abroad at any time. They do not have to produce evidence that the goods have been imported into France at the time of payment. The exceptions are mainly for goods requiring import or export licences, these licences still being required. A subsidiary *Arrêté* of the same date amplifies this, and two Decisions of January 28 and 30, both published in the *Moniteur Officiel du Commerce International* of February 4, set out in tabular form the information still required for Customs clearance purposes.

The following formalities have been abolished:

(1) The obligation to domicile import transactions with a French bank (previously required when the value of the import was 10,000 francs and over).

(2) The procedure of obtaining validation by a French bank of an import licence (*extrait d'autorisation*) which represents only part of a total contract covered by a prior authorization (*autorisation préalable*).

(3) The procedure for making advanced payment for imports.

(4) The formality of obtaining an *'engagement de change'*, which is virtually an export licence (mainly used for French exports to Eastern European countries).

(5) The import and export of goods without payment, on consignment, on cash against documents terms or where settlement is made through the post.

The full French text of this notice may be seen at Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479/80).

Global quotas for solid mineral fuel

THE FRENCH *Journal Officiel* of February 24 announce the opening for 1967 of quotas for the import of the following products remaining subject to quantitative restrictions, originating in and imported from all countries outside the Franc Zone.

The products which are allotted quota numbers 200 to 206 are solid mineral fuels (Tariff numbers ex 27.01, ex 27.02 and ex 27.04).

Imports will be effected by l'Association Technique de l'Importation Charbonnière (ATIC) 149 rue de Longchamp, Paris, 16e, who are authorized to submit import licence applications to the Service des Autorisations Commerciales de la direction des Relations Economiques Extérieures, 8 rue de la Tours-des-Dames, Paris, 9e, from the date of publication.

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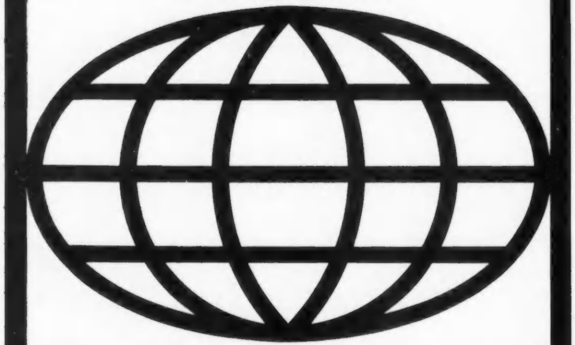

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THE NETHERLANDS

Turnover Tax Surcharge on imported goods

A NETHERLANDS Royal Decree dated February 17, 1967, and effective from March 1, 1967 (*Staatsblad* No. 95/1967), announces changes in Turnover Tax Surcharge payable on certain imported goods.

The text of the above-mentioned Decree (in Dutch) may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E.13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479).

Note—The Turnover Tax Surcharge is additional to the Basic Turnover Tax. This surcharge is levied on certain specified imported goods in order to remove or reduce any difference in burden that may arise between taxation on imported goods and taxation on goods manufactured in the Netherlands.

SPAIN

Customs tariff

IN THE *State Gazette* of February 20, the Spanish authorities announced modifications to the following sub-heading of their customs tariff, and the revised import duties are as follows:

Tariff heading	Description	Definitive Duty	Transitory Duty
40-02 B 1	Synthetic rubber based on polybutadiene or polybutadiene styrene	Free	15%

Opening of global quotas

THE SPANISH list of global quotas for 1967 was published in the *Board of Trade Journal* of February 17, page 470. The Spanish authorities have invited applications from Spanish importers, merchants and industrialists against the following quotas:

Quota No.	Goods	Value of licences for which applications invited	Applications to be presented between
		Pesetas	
11	Inorganic chemical products . .	21,600,000	March 1 and March 31
12	Organic chemical products . .	17,500,000	March 1 and March 31
13	Pharmaceutical specialities . .	91,920,000	Open permanently
14	Varnishes, inks, pigments and similar preparations	15,000,000	March 1 and March 31
20	Styrene and derivatives, polymerization products	4,620,000	March 1 and March 31
24	Non-liberalized wood manufactures .	6,000,000	March 15 and April 15
26	Miscellaneous textile fibres . .	5,000,000	March 15 and April 15
27	Yarns of miscellaneous textile fibres	7,500,000	March 15 and April 15
28	Coconut yarns	19,800,000	March 15 and April 15
29	Fabrics of miscellaneous textile fibres	34,800,000	March 15 and April 15
30	Tulle, lace, velvet and knitted goods .	7,920,000	March 15 and April 15
35	Articles of glass and porcelain .	12,500,000	March 1 and March 31
36	Imitation jewellery . . .	3,750,000	March 1 and March 31
37	Containers of iron or steel . .	9,000,000	March 1 and March 31
39	Stoves, heating apparatus, cookers, etc.	5,000,000	March 1 and March 31
41	Other manufactures of cast iron or steel	10,000,000	March 1 and March 31
42	Copper manufactures . . .	4,500,000	March 1 and March 31
43	Aluminium manufactures . .	5,000,000	March 1 and March 31
44	Hand tools for industry . .	25,000,000	March 1 and March 31
45	Saws and blades	12,500,000	March 1 and March 31
46	Cutlery and table sets of iron or steel	9,000,000	March 1 and March 31

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of January 20 ***issue.***

ITALY

Exemption from manufacturing tax and frontier surtax

In a ministerial decree dated December 30, 1966, the Italian Government announces that oils and fats with a solidification point up to 30°C will be exempt from manufacturing tax and the corresponding frontier surtax, when they are used, after denaturing, in the preparation of the following:

(1) Bituminous mastics
(2) Additives for mixtures of natural and artificial rubber based on alkylates

Denaturing of animal fats and oils with a solidifying point up to 30°C, to be used in the preparation of the product referred to under (2) above, shall be effected with 10 per cent alkylate entering into the composition of the product.

SUDAN

Textile imports

On March 2, 1967, the Sudanese Ministry of Commerce and Supply announced that it is ready to receive, by not later than March 7, 1967, applications by Sudanese merchants to import textiles hitherto imported by non-Sudanese merchants.

Inquiries about the above notice should be addressed to Commercial Relations and Exports Department, Room 305, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2358), quoting reference 1299/G.

LIBYA

Commercial register office

The General Commercial Register Office, Ministry of Economy and Trade, wishes to draw the attention of all businessmen and companies operating in Libya under the provisions of the Libyan Commercial Law to their obligation to note on all business documents and correspondence the name of the Commercial Register Office at which registration was first made, together with the registration number, in accordance with the provisions of Article 91 of the Libyan Commercial Law promulgated by Royal Decree of 21st Rabiah Awal, 1373 AH, corresponding to November 28, 1953.

The General Commercial Register Office will not accept correspondence that does not include this information, and failure to provide it will render the correspondent liable to penalties prescribed by law.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 7877, Ext. 2357) quoting CRE 2753/G.

Import control

The British Embassy in Tripoli, Libya, have reported that all motor vehicles, industrial machines, agricultural vehicles and machinery, including spare parts, are now subject to import licensing.

A condition of import licence will be that spare parts to the value of 20 per cent of the cost of the vehicle or machinery be imported at the same time.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2357.)

PORTUGUESE OVERSEAS TERRITORIES

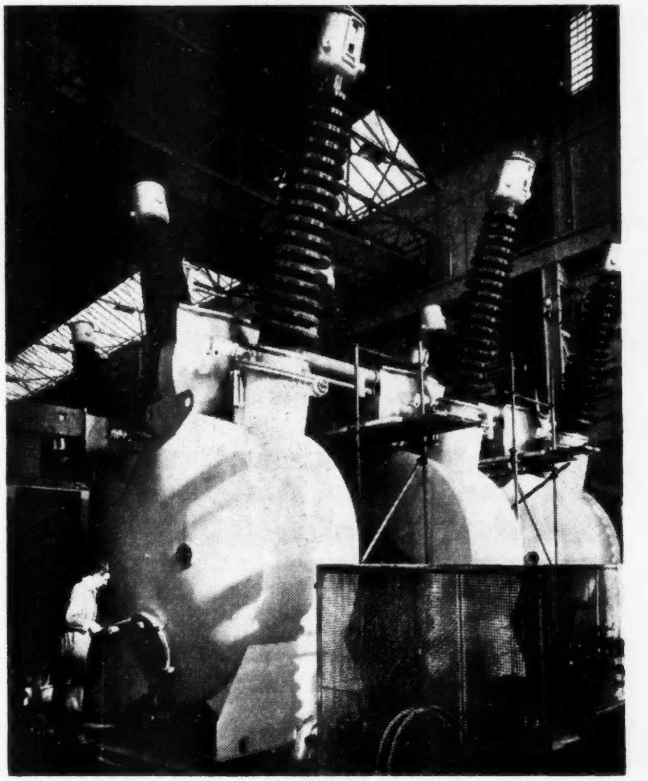
Amendments to import tariff

The *Boletim Oficial de Angola*, First Series No. 52, of December 24, 1966, published Decree Law No. 47,384 amending the texts of the minimum import tariffs of the provinces of Cape Verde, Guinea, Angola and Mozambique as follows, with effect from December 15, 1966:

29.44		Antibiotics: **Note:** These shall remain free of duty until the provincial health and welfare departments inform the customs department that national industry is in a position to satisfy the needs of consumption.	
	01	Penicillin and its salts – per million I.U.	$60
	02	Streptomycin and its salts – per gramme (actual weight)	$60
	03	Tetracycline and chlortetracycline and their salts – per gramme (actual weight)	$1·30
	04	Oxytetracycline and erythromycin and their salts – per gramme (actual weight)	$1·80
	05	Not specified	Free
30.03			
	01	Insulin, gold salts for treatment of tuberculosis, organo-arsenical products for treatment of syphilis and products for treatment of leprosy **Note:** Medicaments exclusively for use in the treatment of sleeping sickness, diabetes, malaria and bilharziasis shall be free of duty.	Free
	02	Antibiotics containing penicillin, streptomycin, tetracycline, chlortetracycline, oxytetracycline, erythromycin and their salts **Note:** These shall remain free of duty until the provincial health and welfare departments inform the customs department that national industry is in a position to satisfy the need of consumption.	15% *ad val.*
	03	Antibiotics, not specified	Free

The present sub-heading 30.03.02, with the respective note, shall become sub-heading 30.03.04.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460/462).



High-voltage oil circuit-breakers under manufacture at the Willesden works of Associated Electrical Industries Ltd. Circuit-breakers of this type have been included in a £200,000 order received by AEI from the Khuzestan Water and Power Authority in Iran.

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DUBLIN 109 Grafton Street, Dublin. Tel. 773440

ALGERIA

Import restrictions

THE ALGERIAN *Journal Officiel* of January 31, 1967, announced that the following items were to be added to the list of goods subject to import licence and quota restrictions (Decree No. 63-188 of May 16, 1963):

Tariff No.	Description
21-07 C	Food preparations not elsewhere specified or included, sweetened and other (flavoured yoghourts).
Ex 70-09	Glass mirrors for toilet use, hand mirrors, mirrors for standing or hanging; mirrors for handbags or the pocket.
73-10 A I a	Tinplate bars of special non-alloy steel.

Existing orders could be admitted quota-free until February 7, 1967.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479/481).

ZAMBIA

Customs tariff application

THE FIRST SECRETARY (Commercial) at Lusaka has reported that the Ministry of Commerce and Industry have received an application for increase in customs duty on the following item:

Tariff Item	Description of Commodity	Duty
	Present tariff description	*Present*
129	Motor vehicles and trailers therefor:	
	(b) Other:	
	(i) Lorries and vans, n.e.e. . . . . . *ad val.*	10%
	Requested tariff description	*Requested*
129	Motor vehicles and trailers therefor:	
	(b) Other:	
	(i) (a) Lorries and vans with four-wheel drive transmission having a load rating capacity in the ranges of a half to one-and-a-half ton . . . . *ad val.*	30%
	(b) Other lorries and vans, n.e.e. . . . *ad val.*	10%

Where British trade organizations are thought to be interested in the above application they are being informed, and it is sugested that any British firm wishing to make representations to the Zambia Ministry of Commerce and Industry, and belonging to a trade organization, should get in touch with that body in the first instance. Firms proposing to make independent representations to the Zambia authorities and desiring further information relating to the above, should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 677/67. The closing date for receipt of representations by the Ministry of Commerce and Industry, PO Box 1968, Lusaka is March 24.

Seen in Nairobi during the visit to Kenya by the Birmingham Chamber of Commerce and Industry Trade Mission to East and Central Africa are (left to right): Hon. T. J. Mboya, MP, Minister for Economic Planning and Development; Mr. K. S. Bailey, leader of the mission; and Mr. I. C. Rose, secretary to the mission.

AUSTRALIA

Details of tariff changes (including temporary duties)

DETAILS are given below of the changes made in the Australian Customs Tariff by customs tariff proposals which came into operation on February 23, 1967. Deletions from and additions to the Customs Tariff are shown by square brackets and italics, respectively.

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
18.06	Chocolate, and other food preparations (including sugar confectionery), containing cocoa:				
18.06.100	Chocolate and sweetened cocoa, powdered or granulated *put up for drinking purposes* .	$0·033 per lb.	$0·017 per lb.	No change	
	After note 7 to Chapter 39 insert the following note: 8. *The following goods are specified for the purposes of paragraph* 39.02.32, *that is to say, goods that:* *(a) were in transit to Australia on January* 9, 1967; *and* *(b) are entered for home consumption within* 21 *days after importation.*				
39.02	Polymerization and copolymerization products (including polyethylene, polytetrahaloethylenes, polyisobutylene, polystyrene, polyvinyl chloride, polyvinyl acetate, polyvinyl chloroacetate and other polyvinyl derivatives, polyacrylic and polymethacrylic derivatives, coumarone-indene resins):				
39.02.3	Monofil, tubes, rods, sticks and profile shapes, whether or not surface-worked but not otherwise worked:				
	New paragraph				
39.02.320	*Monofil of the polystyrene type, for use in the manufacture of brushware or bristles for brushware*	7½% (Under former item 39.02.399)	Free	7½%, and except in respect of goods specified in note 8 to this Chapter, a temporary duty of 32½%	Free, and, except in respect of goods specified in note 8 to this Chapter, a temporary duty of 30%
39.02.39	Other:				
39.02.399	[Of other types]	7½%	Free	No change (Under new item 39.02.399) 7½%, and, except in respect of goods specified in note 8 to this Chapter, a temporary duty of 32½% (Under new item 39.02.320)	Free, and, except in respect of goods specified in note 8 to this Chapter, a temporary duty of 30%
39.02.399	*Of other types*	No change (Under former item 39.02.399)		7½%	Free
	After note 6 to Chapter 51 *insert the following note:* 7. *The following goods are specified for the purposes of paragraph* 51.02.13 *that is to say, goods that:* *(a) were in transit to Australia on January* 9, 1967; *and* *(b) are entered for home consumption within* 21 *days after importation.*				
51.02	Monofil, strip (that is to say, artificial straw and the like) and imitation catgut, of man-made fibre materials:				
51.02.1	Monofil; imitation catgut:				
	New paragraph				
51.02.130	*Monofil of polystyrene or of polyvinyl chloride, for use in the manufacture of brushware or bristles for brushware*	15% (Under former item 51.02.190)	7½%	15%, and except in respect of goods specified in note 7 to this Chapter, a temporary duty of 20%	7½%, and except in respect of goods specified in note 7 to this Chapter, a temporary duty of 17½%
51.02.190	[Of other materials]	15%	7½%	No change (Under new item 51.02.190) 15%, and, except in respect of goods specified in note 7 to this Chapter, a temporary duty of 20% (Under new item 51.02.130)	7½%, and, except in respect of goods specified in note 7 to this Chapter, a temporary duty of 17½%
51.02.190	*Of other materials*	No change (Under former item 51.02.190)		15%	7½%
58.07	Chenille yarn, gimped yarn (other then metallized yarn falling within item 52.01 and gimped horsehair yarn); braids and ornamental trimmings in the piece (including narrow woven fabrics in the form of fringes); tassels, pompons and the like:				
58.07.2	Gimped yarn:				
58.07.210	[Of which the covering is wholly of cotton or contains not less than 50% by weight of cotton	27½%	15%	No change (Under new item 58.07.211)	
58.07.290	Other]	7½%	Free	No change (Under new item 58.07.212) The rate of duty set out in this column that would apply to the goods if they were not gimped and were single yarns of the same weight per yard and the same composition (Under new item 58.07.290)	The rate of duty set out in this column that would apply to the goods if they were not gimped and were single yarns of the same weight per yard and the same composition
58.07.21	*Yarn of a kind used by hand solely or principally in sewing, knitting or embroidering:*				
58.07.211	*The outer yarn being of cotton*	No change (Under former item 58.07.210)		27½%	15%
58.07.212	*The outer yarn being of other materials*	No change (Under former item 58.07.290)		7½%	Free
58.07.290	*Other*	7½% (Under former item 58.07.290)	Free	The rate of duty set out in this column that would apply to the goods if they were not gimped and were single yarns of the same weight per yard and the same composition	The rate of duty set out in this column that would apply to the goods if they were not gimped and were single yarns of the same weight per yard and the same composition

(Continued on next page)

AUSTRALIA, *continued*

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
59.02	Felt and articles of felt, whether or not impregnated or coated:				
	New paragraph				
59.02.400	*Hand-made carpets, carpeting or rugs, being floor coverings*	52½% Primage 10% (Under former item 59.02.900)	27½% Primage 5%	12½%	Free
59.02.900	[Other]	52½% Primage 10%	27½% Primage 5%	No change (Under new item 59.02.900) 12½% (Under new item 59.02.400)	Free
59.02.900	*Other*	No change (Under former item 59.02.900)		52½% Primage 10%	27½% Primage 5%
81.04	Other base metals, unwrought or wrought, and goods made thereof; cermets, unwrought or wrought, and goods made thereof:				
81.04.1	Unwrought:				
81.04.19	Other:				
81.04.193	[Unalloyed base metals]	Free	Free	No change (Under new item 81.04.199)	
81.04.193	*No sub-item*				
	New sub-item				
81.04.199	*Other*	No change (Under former item 81.04.193) 55% Primage 5% (Under former item 81.04.900)	27½%	Free	Free
81.04.900	[Other]	55% Primage 5%	27½%	No change (Under new item 81.04.900) Free (Under new item 81.04.199)	Free
81.04.900	*Other*	No change (Under former item 81.04.900)		55% Primage 5%	27½%
85.12	Electric instantaneous or storage water heaters and immersion heaters; electric soil heating apparatus and electric space heating apparatus; electric hair dressing appliances (*including hair dryers, hair curlers, curling tong heaters*) and electric smoothing irons; electro-thermicdomestic appliances; electric heating resistors, other than those of carbon.				
85.15	Radiotelegraphic and radiotelephonic transmission and reception apparatus; radio-broadcasting and television transmission and reception apparatus (including those incorporating gramophones) and television cameras; radio navigational aid apparatus, radar apparatus and radio remote control apparatus:				
85.15.400	[Pick-up heads forming part of television cameras]	Free	Free	No change (Under new item 85.15.400)	
85.15.400	*Pick-up heads for television cameras*	No change (Under former item 85.15.400)		Free	Free

Revision of Customs By-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

Amended By-laws

The following By-laws have been amended to apply to the goods as shown:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Fabrics as follows: In the grey (that is to say, both 'in the gum' and 'boiled off'), for use in the printing of textile fabrics that: (a) do not have printed patterns thereon of a kind that, in the opinion of the Minister, are such that the fabrics could reasonably be expected to be used as a lining or interlining; or (b) are not fabrics printed in a manner that the Minister deems not to be printed; or (c) are not labels or fabrics printed with the words, letters, figures or designs suitable for cutting up into labels, under security.	51.04.91 55.09.221 55.09.231 55.09.41 56.07.91	Free Free Free Free Free

Cancelled By-laws

The following goods are removed from the provisions of By-law entry and will now be classified as indicated below:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Fabrics as follows: In the grey (that is to say, both 'in the gum' and 'boiled off'), for use in the printing of textile fabrics that are labels or fabrics printed with the words, letters, figures or designs suitable for cutting up into labels, under security. The By-law still applies to these goods provided they are in direct transit to Australia on February 16, 1967, and are entered for home consumption within 21 days after importation; or in bond in Australia on February 16, 1967, and are entered for home consumption on or before March 17, 1967.	51.04 55.09 56.07	}Various

Special Advisory Authority inquiry

THE AUSTRALIAN Minister for Trade and Industry has referred to the Special Advisory Authority for inquiry and report the question whether it is necessary that urgent protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of **sodium carbonate (soda ash) tariff item 28.42.19.**

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	General	Preferential
28.42	Carbonates and percarbonates; commercial ammonium carbonate containing ammonium carbonate:		
28.42.1	Sodium hydrogen carbonate; sodium carbonate:		
28.42.110	Sodium hydrogen carbonate; sodium carbonate decahydrate	25%	15%
28.42.190	Other	25%	15%

The Special Advisory Authority is required to report within 30 days of the date of the reference.

In the short time available for investigation, United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 42 Leicester Square, London, W.C.2 (Tel. Whitehall 5072).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1/19 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2319/2318), quoting reference No. CRE 492/67.

Tariff Board inquiry

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the questions:

(1) Whether by-law admission of some or all of the following goods should be discontinued:

(a) **Paper** to which tariff items 48.01.921; 48.01.922 and 48.01.929 in the First Schedule to the Customs Tariffs, 1966 apply, being paper that (i) contains not less than 60 per cent mechanical pulp; and (ii) is of a kind commonly used in the production of newspapers, periodicals, posters and other printed matter;

(b) **Paper** to which paragraph 48.01.120 in the First Schedule to the Customs Tariffs, 1966 applies, being paper that (i) has a substance not exceeding 205 grammes per square metre; (ii) is of a kind commonly used in the production of newspapers, periodicals, posters and other printed matter; and (iii) contains (a) more than 55 per cent mechanical pulp; or (b) more than 25 per cent mechanical pulp and no bleached chemical pulp;

(c) **Coated paper and paperboard** to which paragraph 48.07.120 in the First Schedule to the Customs Tariffs, 1966 applies, being paper and paperboard that (i) does not exceed 205 grammes per square metre; (ii) contains more than 55 per cent mechanical pulp; and (iii) is of a kind commonly used in the production of newspapers, periodicals, posters and other printed matter and, if so

(2) What rates of duty should apply to the above-mentioned goods which the Tariff Board considers should not be admitted under by-law.

This reference has been made as a result of representations by local industry.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
48.01	Paper and paperboard (including cellulose wadding), machine-made, in rolls or sheets:		
48.01.1	As prescribed by by-law for the purposes of this sub-item:		
48.01.120	Having a substance exceeding 22 grammes per square metre . .	$8 per ton	Free
48.01.9	Other:		
48.01.92	Having a substance exceeding 22 grammes per square metre and not exceeding 205 grammes per square metre:		
48.01.921	Having a value exceeding $163·33 per ton	$65·33 per ton	$56·33 per ton
48.01.922	Wrapping, not being goods falling within sub-paragraph 48.01.921.	40%	40%, less $4 per ton
48.01.929	Other	40%	40%, less $4 per ton
48.07	Paper and paperboard, impregnated, coated, surface-coloured, surface-decorated or printed (not being simply ruled, lined or squared and not constituting printed matter falling within an item in Chapter 49), in rolls or sheets:		
48.07.1	As prescribed by by-law for the purposes of this sub-item:		
48.07.120	Having a substance exceeding 22 grammes per square metre . .	$8 per ton	Free

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than March 22.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 645/67.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page 591 of March 3 issue.

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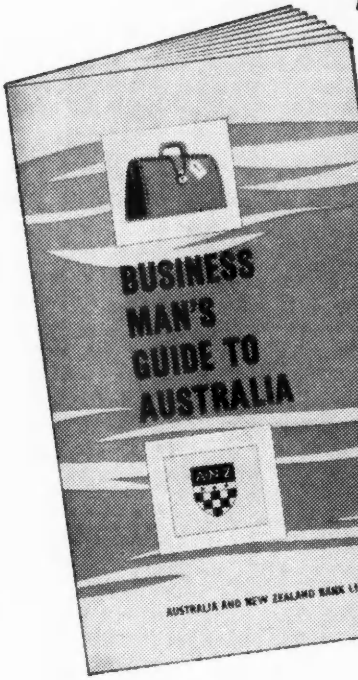
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Our London address: 8 Moorgate, London E.C.2 (Tel: MONarch 8311)

NEW ZEALAND

Revocation of some tariff concessions

THE NEW ZEALAND Minister of Customs is reviewing the decisions approving the admission at concessionary rates of duty of certain items used solely in the fabrication and repair of goods in New Zealand under Item 448 of the former Tariff.

The New Zealand Customs Department have now published a list of items for which entry at concessionary rates of duty will be revoked, with effect from March 1, 1967, as follows:

Apparel:
  Textile piece-goods:
    Textile piece-goods containing wool, declared by a manufacturer for use by him only in making neckties.
Rubber:
  Desiccants for preventing porosity in rubber.,
  Rubber sheet, vulcanized, viz. 'Linatex'.
Textile making:
  Aerotex resin M3.
  Fireproofing preparations for textiles.
Tripoli powder.
Upholstery:
  Yarn (known as tufting wick) used in making mattresses.
Vehicles:
  Brackets or ends, rug rail.
Winches, cranes, hoists:
  Parts, as may be approved, for the manufacture of hydraulic tipping hoists for motor vehicles:
    Approved:
    Dropped forged steel ram bases.
    Dropped forged steel trunnion bearings:
    Dropped forged steel crosshead tees.
Woollen mills:
  Leather of approved qualities, declared by a manufacturer for use by him only in making picking bands, combing leathers, and gill box leathers, for use on textile machines.
  Twines of approved qualities specially suited for use as loom harness cord or in making heads or heddles for looms.

Details of the items concerned, together with the substantive tariff in force from March 1, 1967, can be seen at Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 468). Anyone wishing to make any inquiry about this notice should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 11806/G.

This list may possibly contain words which are registered as trade marks in relation to certain kinds of goods.

PHILIPPINES

Processing of consular invoices

EXPORTERS are advised that in order to avoid unnecessary delay, all correspondence concerning the processing of consular invoices should be sent to the Consular Section of the Philippine Embassy, 9a Palace Green, London, W.8, and *not* to the Commercial Secretary.

BRITISH SOLOMON ISLANDS PROTECTORATE

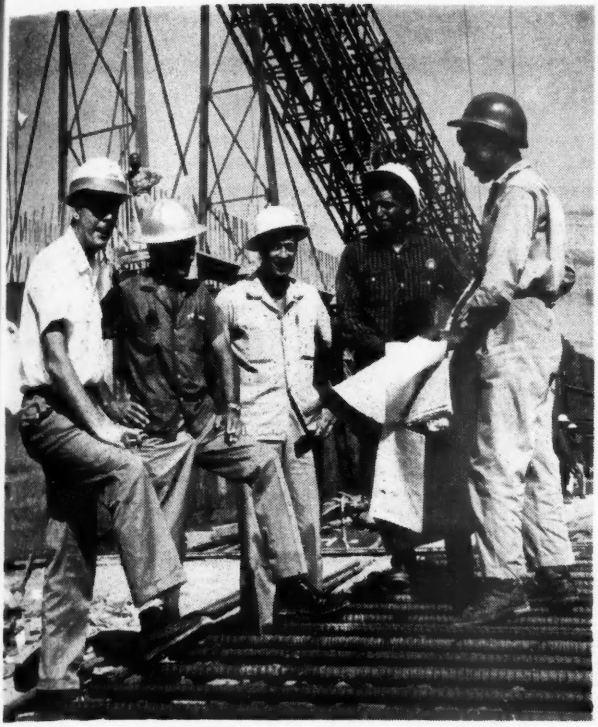
Revised customs tariff

THE BOARD OF TRADE has received a copy of a revised Customs Tariff for the British Solomon Islands Protectorate, which came into effect on December 5, 1966. The Tariff may be seen at Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4.

UNITED STATES

Initial motor vehicle safety standards

A NOTICE in the *Board of Trade Journal* of February 10, 1967, announced motor vehicle safety standards for all United States domestic and foreign motor vehicles manufactured on or after January 1, 1968, for sale in the United States.



Over 60 *British civil engineers are working with* 300 *Americans and* 13,000 *Pakistanis on the Mangla Dam, said to be one of the world's largest civil engineering projects in history. Americans and Pakistanis working for the Guy F. Atkinson Consortium work together with engineers from Binnie and Partners, the British civil engineers and their Pakistani helpers. In this picture, Mr. Keith Davies (extreme left), resident engineer from Binnies, talks to Americans and Pakistanis on the headworks of the dam. The principal engineering advisers to the International Bank for Reconstruction and Development on the Indus Basin Plan are Sir Alexander Gibb and Partners, of London.*

The Department of Commerce has now published some interpretations of the standards covering brakes (standard No. 105), lights (No. 108), steering columns (No. 203), seat belt installations (No. 208) and seat belt assemblies (No. 209). An amendment to the latter standard is also published providing for the use of approved equivalent *fasteners* of equal or superior performance as an alternative to the *fasteners* specified. The amendment is effective March 1, 1967.

Inquiries regarding this notice may be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 3365.)

HONDURAS

Import duty changes

HM EMBASSY in Tegucigalpa, Honduras, report that by Decree No. 3, published in the Honduran *Official Gazette* of January 26 and effective from the same date, the import duty on the following products have been reduced.

Tariff No.	Description	Duty in hempiras per kilo gross weight
041-01-00	Wheat	0·015
046-01-01	Wheat flour	0·10

COSTA RICA

Exchange control

NOTICE OF the new Costa Rican exchange control regulations was given in the *Board of Trade Journal* of February 3, 1967. Because of amendments that have been made by the National Assembly, the President of Costa Rica has now withdrawn the Bill which was to have introduced the new system of exchange surcharges. The arrangements currently in force will continue, therefore, with official exchange only being provided for the importation of those goods contained in the special list. This list has been amended recently and up-to-date details may be obtained from Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 476).

ECUADOR

Changes in import regulations

HM EMBASSY in Quito report that the prior deposits on imports under List I have been reduced from 50 per cent to 35 per cent. When imports are made on credit terms of between 180 days and one year the prior deposit will be reduced from 25 per cent to 15 per cent; where longer credit terms are offered, no prior deposit is required for goods on List I.

In the case of goods on List II for which prior deposits of 70 per cent and 140 per cent are at present required, deposits have been reduced on certain goods in the first category to 50 per cent, and to 100 per cent on certain goods in the second category.

PARAGUAY

Customs clearance

HM EMBASSY at Asuncion, Paraguay, report that Decree No. 24,340 of February 7 has prohibited the clearance through Customs of part consignments of imported goods.

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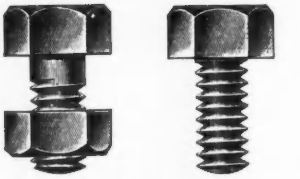

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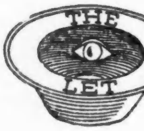

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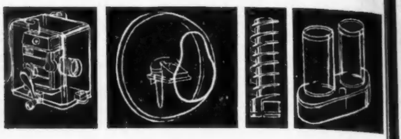

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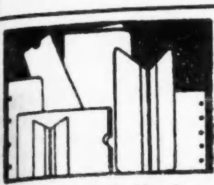

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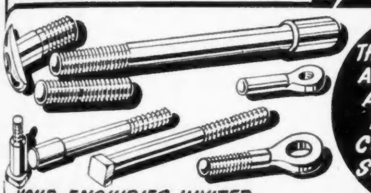

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Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Statistics on Incomes, Prices, Employment and Production

Issues of this bulletin appear at regular intervals and give factual and up-to-date information on wage rates, earnings, hours of work and other conditions of employment, manpower, prices, production, profits and other relevant subjects. Part of the information included has not previously been published.

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Orders for advertisements in this section should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.
Replies to Box Numbers should be addressed to: Box No.— Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

THE METAL PERFORATORS J. & F. POOL LTD., invite perforating inquiries from industry – J. & F. Pool Ltd., Hayle, Cornwall. Tel. Hayle 3213. Telex 45286.

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THE CINEMA at the HARTLEPOOL INDUSTRIAL EXHIBITION, July 18-22, will show a selection of Britain's best company films. Further contributions invited. All inquiries to the Industrial Development Officer, Municipal Buildings, Hartlepool. Tel. 2161.

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VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Air transport:	
Activity at UK aerodromes (M)	3 Mar. 1967
Aircraft noise at Heathrow Airport (Q)	23 Dec. 1966
Mileage and traffic (M)	This week
Trade by air (6-M)	This week
Balance of payments (Q)	30 Sept. 1966
Business names registered (A)	10 Feb. 1967
Capital expenditure:	
By industry (Q)	This week
Distributive and service trades (A)	30 Dec. 1966
Industry's investment intentions (3 times a year)	27 Jan. 1967
Catering trades turnover (M)	17 Feb. 1967
Chemical industries production (6-M)	11 Nov. 1966
Companies:	
Income and finance (Q)	10 Feb. 1967
New companies registered:	
Gt. Britain (M)	24 Feb. 1967
N. Ireland (M)	3 Mar. 1967
Credit:	
Instalment credit business (M)	This week
International trade credit (A)	17 June 1966
Engineering and electrical goods:	
Deliveries of certain products (Q)	6 Jan. 1967
Production, exports and orders (M)	3 Mar. 1967
ECGD business (Q)	10 Feb. 1967
Film industry:	
British Film Fund Agency returns (M)	3 Mar. 1967
Cinema admissions and takings (M)	24 Feb. 1967
Overseas payments and earnings (A)	6 Jan. 1967
Registrations of films (A)	27 Jan. 1967
Trends in film-going (A)	9 Sept. 1966
Food:	
Consumption levels (A)	26 Aug. 1966
Household consumption (Q)	27 Jan. 1967
Foreign trade:	
Commonwealth trade (A)	1 July 1966
Sterling area trade summary (Q)	17 Feb. 1967
Trends in exports of manufactures (A)	18 Nov. 1966
World trade and production (Q)	24 Feb. 1967
Foreign trade of the UK:	
Unit value and volume index nos. (M)	This week
Value of overseas trade (M)	24 Feb. 1967
Gold and convertible currency reserves (M)	This week
Hairdressing trades turnover (M)	17 Feb. 1967
Hire purchase:	
Assets and liabilities of HP companies (Q)	17 Feb. 1967
Business (M)	This week
Industrial building provisional figures (Q)	27 Jan. 1967
Industrial production:	
Index nos. (M)	3 Mar. 1967
N. Ireland index (M)	17 Feb. 1967
Insurance companies:	
Assets (A)	1 July 1966
Transactions (Q)	9 Dec. 1966
Investment and earnings overseas (A)	10 June 1966
Laundries and dry cleaners turnover (M)	17 Feb. 1967
Machine tools deliveries and orders (M)	24 Feb. 1967
Man-made fibres:	
Analysis of production (A)	8 April 1966
Analysis of production (Q)	6 Jan. 1967
Deliveries (Q)	10 Feb. 1967
Production (M)	This week
Motor industry:	
Car and commercial vehicle production (M)	3 Mar. 1967
Motor trades turnover (M)	3 Mar. 1967
Nationalized industries overdrafts (M)	3 Mar. 1967
Partnerships registered (A)	10 Feb. 1967
Pension funds:	
Assets (A)	1 July 1966
Transactions (Q)	3 Mar. 1967
Retail prices index (M)	24 Feb. 1967
Retail trade:	
Index nos. (M)	This week
N. Ireland index (M)	3 Mar. 1967
Royalty transactions (A)	29 July 1966
Shipping movement at UK ports (M)	This week
Stocks:	
Distributive and service trades (A)	30 Dec. 1966
Manufacturers', wholesalers' and distributors' (Q)	This week
Retail (M)	10 Feb. 1967
Television:	
Overseas payments and earnings (A)	6 Jan. 1967
Textiles:	
Clothing and textile orders and deliveries (M)	24 Feb. 1967
Cotton production (M)	24 Feb. 1967
Wholesale houses sales (M)	24 Feb. 1967
Wool exports (Q)	24 Feb. 1967
Wool output (M)	24 Feb. 1967
Tourism:	
International tourism (A)	16 Sept. 1966
UK tourist traffic (M)	This week
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 1967
Index nos. (M)	17 Feb. 1967

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade addresses	13 May 1966
Board of Trade regional organization	3 Mar. 1967
British and Commonwealth chambers of commerce and other British business organizations overseas	11 Mar. 1966
British commercial representatives overseas	20 Jan. 1967
Directory of Board of Trade departments and their work	27 May 1966
ECGD local offices	24 Feb. 1967
Official Receivers' offices	16 Dec. 1966
United States consular offices in the UK	17 June 1966

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